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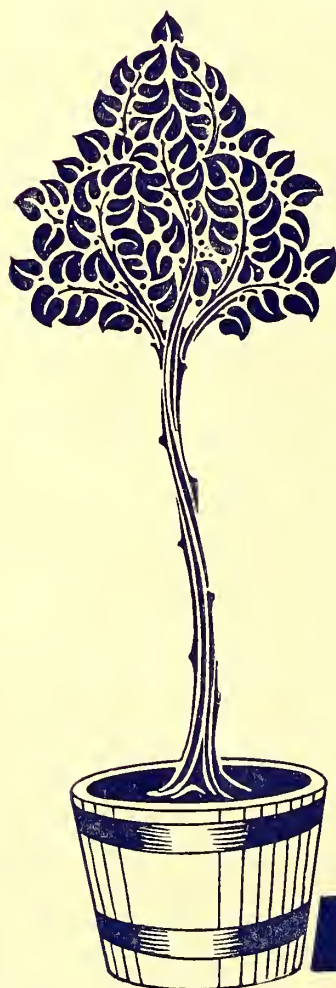
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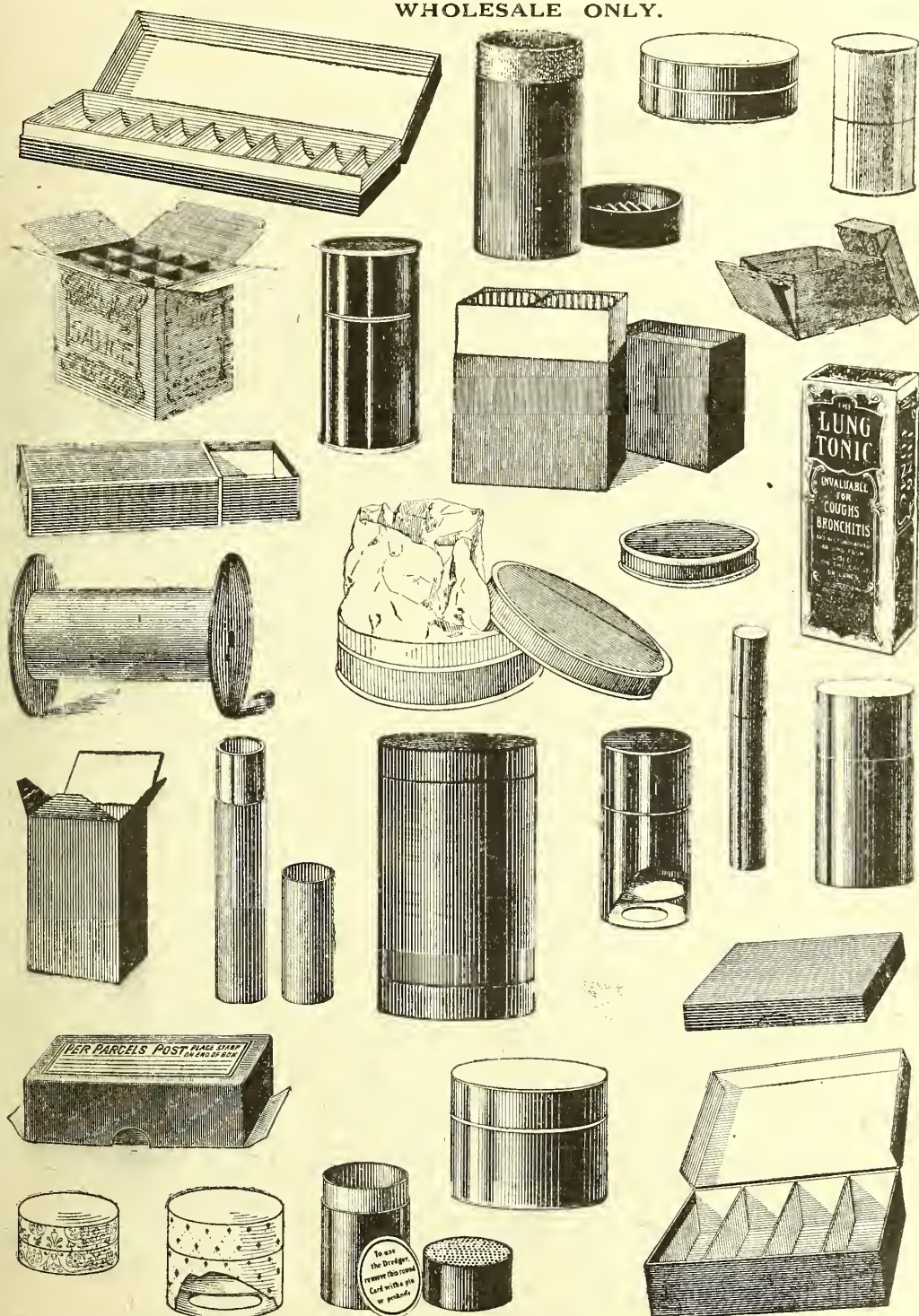
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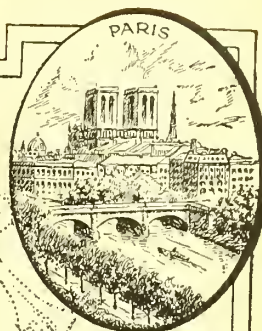
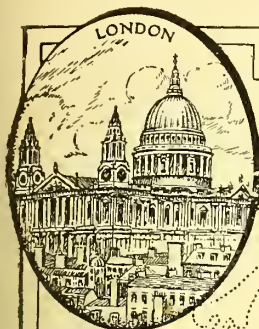
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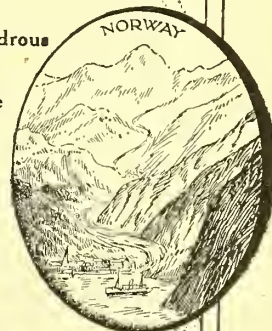


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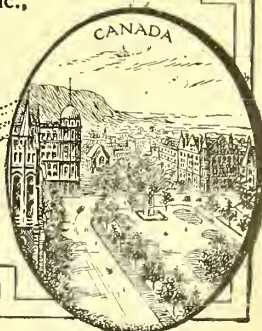
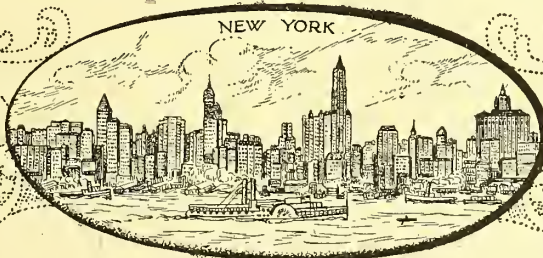


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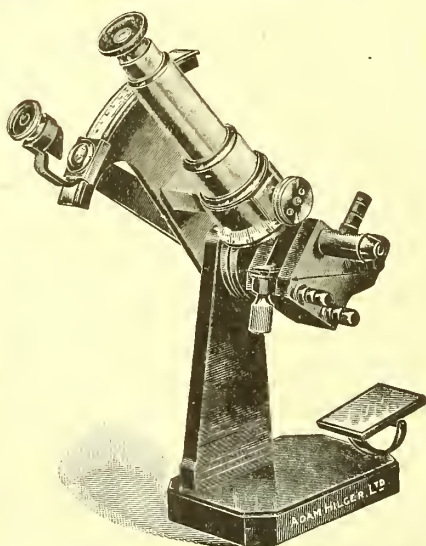
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And of ST. JOHN'S, N.F.

Established 1780

"John Bull"



MALT EXTRACT
 and
COD LIVER OIL

Does not separate.

Supplied in Bulk, Jars, Cardboard Containers, &c., for Wholesale
 and Export only.

PAINE & CO., LTD., ST. NEOTS, HUNTS.

One of the monthly Folders provided by "Ucal" for Members.



PRINTER'S Ink makes millions think—makes them feel interest, desire, and finally makes them buy.

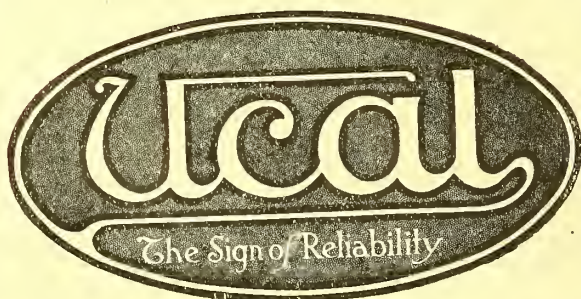
The attractive bit of printed matter rightly placed at the right time subtly influences anyone. However it may be distributed—from door to door, by post, in parcels or over the counter it brings results, if it is what it should be "Salesmanship in print."

Ucal provides advertising of just this kind—timely and telling, bright and attractive. Month by month there is always something new and interesting—for freshness and modernity are vital.

The folder illustrated is just one of these monthly circulars available to members of Ucal. Member's name is prominently displayed upon it—and the whole is sound, solid, reliable advertising.

You can have this kind of help by becoming a member of Ucal.

Applications are considered in rotation and admissions to membership are made as quickly as consistent with a full measure of service to existing members. The necessity for and justice of this should be obvious.



UCAL

CHELTENHAM

Maw's Page.

S. MAW · SON & SONS · LTD
7/12, ALDERSGATE ST., LONDON. E.C.I., ENGLAND.

NO. 444

17 : 4 : 20

For the Garden

What is more annoying or causes greater loss than when your garden produce is destroyed by insects ?

People who do any gardening, no matter on what scale, realise this annoyance and are ever ready to avoid it.

Here is an opportunity for you to extend your business. In the coming month many people will be thinking of their gardens and how to improve them.

During the Summer the Hose and Syringe are in constant demand. Why not show one on your counter ? You will find the price enables you to meet competition.

GARDEN SYRINGES.

Stout brass, polished and lacquered, with good packings, metal nozzles which are screwed to barrel when not in use, polished black handles. Size of barrel, 18 in. by 1½ in.

No. 1. Fitted with one jet, one fine and one coarse rose. Price 8/3.

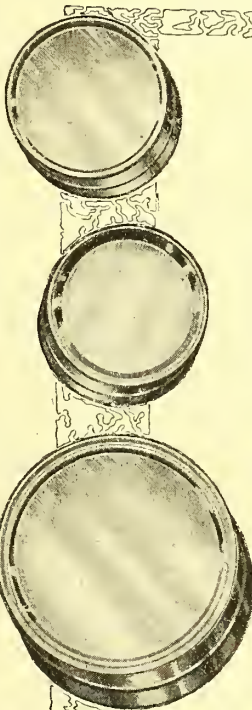
No. 2. With one jet and one coarse rose. Price 7/-.

Branch pipe for fitting to ½-inch garden hose, with rose and jet. With tap 4/- each. Without tap, 2/6 each.

Extra discount for quantities.

Discuss

Lozenge Tooth & Ointment Tins.



THE exceptional success that attended the publicity recently devoted to tins in this monthly, has prompted us to bring before our customers' notice the four undermentioned lines.

Although tinplate has greatly advanced in price, we are able, by purchasing in great bulk, to offer these tins at a comparatively low figure.

Taking into due consideration still further advances, pharmacists are well advised to grasp this unique opportunity while stocks last.

The tinplate used in the manufacture of these goods is of the very best quality only.

	Price Per Gross
No. 1. Ointment Tins, size 1½ × ¾-in. ...	5/9
„ 2. „ „ „ (gilt), size 1½ × ¾-in. ...	6/3
„ 3. Tooth Powder Tins, size 3 × 1-in. ...	16/6
„ 4. Lozenge Tins (hinged), size 3¾ × ¾-in. ...	23/6

SPECIAL OFFER.

Orders for lots of not less than 25 gross assorted invoices will be subject to an extra 5%.

TELEPHONE: CITY 7 (PRIVATE BRANCH EXCHANGE).

TELEGRAMS: "ELEVEN, CENT, LONDON."

Maw's—"The House of the Moment."

The Perfect Paste with the Pleasant Flavour.

Anglodol

Dental Paste

A Perfect Dentifrice.
Pleasant to the taste.
Profitable to the Retailer.

Retail Price, 7½d. and 1/3.

Window display terms on application.

ANGLODOL, LTD., BERKHAMSTED.

Telephone: BERKHAMSTED 138.

Cables and Telegrams: "ANGLODOL BERKHAMSTED."

Visit the
PHOTOGRAPHIC FAIR
at the
HORTICULTURAL HALL, WESTMINSTER

Everyone should visit this exhibition of the very latest for the betterment of Photography.
The most representative and interesting exhibition of Photographic products yet held.

Novel cameras and appliances. Wonderful lenses,
the product of experience gained during the war.

Demonstrations of new methods, processes and developers.
Special salon of Professional photography open to all.

PROFESSIONAL PHOTOGRAPHERS' CONGRESS.
PHOTOGRAPHIC DEALERS' CONGRESS.

Organising Secretary: Arthur C. Brookes.

OPEN FROM
11 till 9

ADMISSION 1/6
INCLUDING TAX

LUNCHEONS
TEAS, DINNERS

April 16th
to
April 24th
1920

When you
buy or sell



TRADE MARK.
"THE TURKEY."

rubber
sponges

choose the quality
product of well-
known
British Rubber
Manufacturers.



BELDAM

BRITISH
QUALITY

A LIFELONG experience of Rubber and Rubber Manufacture—years of careful and costly experiment—have enabled us to produce the perfect Rubber Sponge—the Beldam.



Beldam Rubber Sponges are remarkable for their purity—from which follow their Smoothness, their Softness and Cleanliness in use—also their capacity for absorption and their length of life.

They provide the perfect sponge for use in the toilet, the bath, the lavatory, the sick room or the surgery.

Medical men recommend them. They are unaffected by boiling water or by strong disinfectant.

They are made in five sizes. And the prices are strictly moderate. Prices to retailers as follows:—

PER No. 1 size **13/6**; No. 2 size **18/6**;
DOZEN: No. 3 size **26/-**; No. 4 size **36/-**;
No. 5 size **54/-**

We invite your inquiries. Address:—

Rubber Sponge Department, The Beldam Tyre Co. Ltd., Brentford, Middlesex.

Leadership—

Leadership once established is strengthened and confirmed by its followers and imitators.

Rexall leadership is proclaimed by the largest rearguard that ever followed a leader.



UNITED DRUG COMPANY'S GROWTH.

	1903	1919
	—	—
Rexall Chemists	40	8,500
Company's Employees	50	12,000
Company's Sales	£12,350	£15,000,000



For Particulars of the Rexall Agency Plan—write

UNITED DRUG COMPANY

114 OLD HALL STREET, LIVERPOOL.

AYRTON'S WEEKLY

PAGE
15

The HOLIDAY Water Wings or Swimming Wings



BEST MATERIALS
& WORKMANSHIP
GUARANTEED.

MODERN COLOURINGS—

Aquamarine
Vieux Rose
Electric Blue
Lilac
Salmon

EACH PACKED AS ILLUSTRATED.

Per dozen - 16/6
Per gross lots - 16/3

AYRTON, SAUNDERS & Co. L^{TD}
Manufacturing Chemists

34 Hanover Street, LIVERPOOL

We have every evidence of the
keenest interest being displayed by

EVERY CHEMIST AND DRUGGIST

in the BIGGEST DEAL of its
nature on record.

£5,000,000 TO £10,000,000
Government Surplus Stores, 50,000 items.

Bulk Offer by "D" Dept.

CASTOR OIL.

Pure Pharmaceutical
1st Pressings
2nd Pressings

In Bulk, Barrels,
Drums and
Cases

Large Quantities Available.

SHEEP DIPS.

McDougall's.

SOAP.

Pale Yellow, 60/62 %, packed in
50-lb. boxes, containing 20 × 2½-lb.
bars

BEESWAX.

Zanzibar, Abyssinian, Benquilla,
Mozambique. Packed in bags of
1¾ cwt. each.

RUSSIAN TALLOW.

Packed in 5-cwt. casks.

SANITAS.

"Okal."

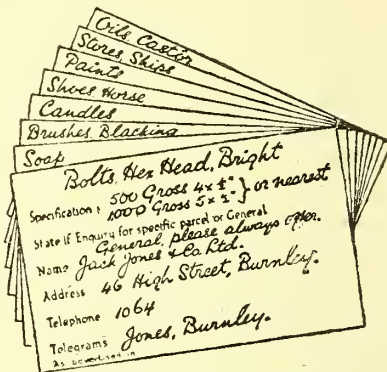
JELLY.

Petroleum.

We can also supply—

**MINERAL, RAPE, SWEET and OLIVE
OILS, GLOVES (RUBBER), ISINGLASS,
PARAQUIT, VERMIJELLI, NAPHTHA-
LINE PASTE, TURPENTINE.**

WHAT WE WANT YOU TO DO.
We are now busy indexing the immense number and
variety of items. In the meantime, if you want materials
of any description, of the nature indicated, you will
greatly facilitate your purchase by filling in an ordinary
plain Post Card as set out below:—



One plain Post Card for each heading. If several
inquiries, send all in one envelope DO NOT WRITE
LETTERS

These will be sorted and filed as card indices, with the
result that directly the items you are interested in are
scheduled you will be communicated with. It may be
to-day or three weeks hence, but whenever available
you will hear from us.

Think over your future as well as your present require-
ments. With the world shortage, what you may require
in the future may be gone if you do not notify your needs
promptly.

Telephone:
Cent. 1070
(5 lines).

ROWNSONS
ROWNSON DREW & CLYDESDALE LTD

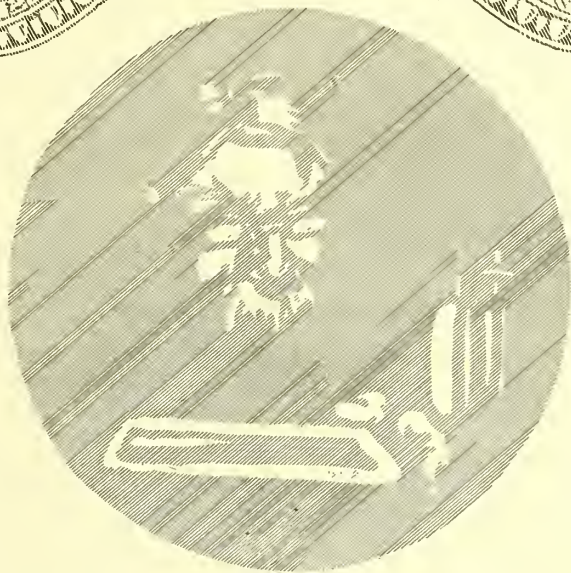
"Cables:
Rownsons
(Cent.)."

Head Office:
225 UPPER THAMES STREET,
LONDON, E.C.4.

ESTABLISHED 100 YEARS.

Works:
Elevator and Conveyors,
MAIDEN LANE, YORK ROAD, N.

Branches: Birmingham, Belfast, Bristol, Glasgow, Leeds, Liverpool, New York, Bucharest, Utrecht, Saarbrücken.



DEVELOP

all photographic plates, films, lantern slides, bromide or gaslight papers, etc.—
whether they are your own work or that of your customers—

WITH

a developer which gives unfailing satisfaction, which enhances the quality of the original work, which produces density without opacity in negatives, and rich velvety shadows combined with purity of the high lights in positives—such a developer, in short, as

“HYDROX”

THE ALL-ROUND DEVELOPER

For ten years or more, “HYDROX” has been enlarging its circle of friends by satisfactorily discharging all the functions for which a photographic developer may be required. “HYDROX” is a concentrated one-solution developer retailing at 2/- per bottle. Sold in bulk for pharmacists who specialise in roll film work.

THOMAS KERFOOT & CO LTD
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, N.1
ESTABLISHED 1767.

COPYRIGHT



The
**HENNA
CULT**

of Hair Beauty, based
on the famous

EVAN - WILLIAMS

ORIGINAL

HENNA SHAMPOO

daily extends its bound-
aries, and is now a
subject for popular
journalism.

It pays to sell this famous line.

You will find full details of terms and
prices in the current issue of "THE
SHAMPOO SALESMAN," a copy of
which is gladly sent on request.

Be sure to order

THE EVAN WILLIAMS ORIGINAL
Henna Shampoo

Wholesale only :
THE EVAN-WILLIAMS CO., LTD.
18 Ogle Street - LONDON, W. 1.

Brings Repeat Orders

By selling Camilatone you are making
certain of increasing your business
because Camilatone makes pleased cus-
tomers, and pleased customers always
come again.

Ladies find that after using Camilatone the
hair appears shades brighter by the lustre
it produces. Camilatone is not a dye or a
bleach, but a beauty shampoo.

IT IS SIMPLE TO SELL, SHOWS A
GOOD MARGIN OF PROFIT, WE ASSIST
YOU IN DEVELOPING THE BUSINESS
AND HELP YOU WITH VIGOROUS
ADVERTISING, AND SHOWCARDS.

Camilatone

puts Sunshine in the Hair.

Write to-day for a copy of booklet, "Hair
Beauty Hints," which will be sent post
free together with trade terms.

Camilatone is obtainable from R. Hovenden
& Son, Ltd., Berners St., W.1., and City
Road, E. C. 1., and Hollywell & Co.,
44 Lexington Street, Golden Sq., W.1., or
direct from

CAMOMILE TONIC CO.
16 Lichfield Road, London, N.W. 2.

CL 1010



No. 9.

This Showcard Yours for the asking

We shall be pleased to send you the above if
you will write to us on your business notepaper
stating the number you require. Also please
quote showcard number.

ANZORA CREAM for slightly greasy scalps
and ANZORA VIOLA for dry scalps.

TRADE TERMS ON REQUEST

ANZORA

MASTERS MEN'S HAIR

Anzora Perfumery Co., Willesden Lane, London, N.W. 6.



GET YOUR SHARE OF THE LARGE
SALES NOW BEING MADE OF

THE EMPIRE HENNA SHAMPOOS



They are well packed in smart envelopes and boxes, delightfully perfumed, and repeat sales are sure. Made from a Potash Soap base, so the hair is left soft and wavy.

Retail at **3d.** each.

Loose in display
outers,

17/- gross.

In boxes of 7,

12/9 per doz.

3, gross printed with
customer's name.

A postcard will bring a
Free Sample.

Showcard in an artistic colour scheme of rich auburn, black and brown, with all orders.

THE EMPIRE PERFUMERY CO.

(Cuxson, Gerrard & Co. Ltd., Proprietors)

OLDBURY, ENG.



EXPORT and COLONIAL Inquiries Invited.



N. V. Chemische Fabriek "Naarden"

Bussum, Holland.

MANUFACTURERS OF AROMATIC CHEMICALS,
FLOWER OILS & TERPENELESS ESSENTIAL OILS.

Aldehydes, C8-C14

Benzyl Benzoate

Bromstyrol, 100%

Citral

Cinnamic Aldehyde

Coumarin, 100%

Diphenylmethane

Geraniols, Specialities

Geranium Bourbon, Synth.

Lavender Oil, Synth.

Lily of the Valley

Methyl Anthranilate

Musk Xylol

Paracresol Methylether.

Flor Rose d'Orient

STOCKS IN LONDON.

Please apply to our Sole Agents for Quotations and Samples—

GERALD BROMAGE & CO., 9-10 Foster Lane, E.C. 2.

Telephone: City 4719.

Telegrams: "Gerbromco, Cent, London."

AMERICAN ESSENTIAL OILS

"MOHAWK" BRAND
OIL PEPPERMINT (Natural)

OIL CEDARWOOD
OIL CEDARLEAFOIL HEMLOCK
OIL BIRCH

Heliotropine Crystals C.P.
Vanillin C.P.
Coumarin C.P.
Oil Wormseed, American.
Oil Wintergreen Leaf,
U.S.P.

MAGNUS, MABEE & REYNARD, Inc.

Essential Oils, Chemicals and Drugs,
NEW YORK - - U.S.A.

Cables—"MAGLAUR."

NEW CROP

1919-1920



PURE ESSENTIAL OILS

TERPENELESS ESS. OILS

BERGAMOT
SWEET ORANGE,
BITTER ORANGE,
LEMON, MANDARIN,

NEROLI "D'ITALIA"

The Best on the Market.

EXPORTATION THROUGHOUT THE WORLD

Export Agent:

Giuseppe Macajone, MILAN
Via Canova 25 (Italy).

LONABARC TRADING COMPANY

LIMITED.

5 FINSBURY SQUARE, LONDON, E.C.2.

WE ALWAYS HOLD LARGE LONDON STOCKS OF:

SPIKE LAVENDER.

RUE.

ROSEMARY.

JUNIPERWOOD.

FENNEL.

JUNIPER BERRY.

NEROLI BIGARADE.

LAVENDER 10/12 ESTERS.

RED THYME.

LAVENDER FLOWERS.

WHITE THYME.

STRAMONIUM LEAVES.

CHAMOMILE FLOWERS.

EUCALYPTOL CRYSTALLIZABLE.

PURE
ESSENTIAL



SPANISH
OILS.

TELEPHONE:

CLERKENWELL 2096.

TELEGRAMS:

"LONABARC, AVE, LONDON."

A. W. SCHWARZ HEIRS

FACTORY OF

Synthetic Perfumes

ALTSTETTEN—ZURICH.

Loritol (Muguet), Ionone (Violette), Geraniol,
Citronellol, Rhodinol, Chirassol, Phenylethyl,
Alcool, etc.

Specialities for fine perfumery

Ambre Concrete, Biancol, Birosine, Bou-
vardine, Capucine, Chene Royal, Heliotrope,
Jacinthe, Idealone, Neroly, Raldehyde, Roseine,
Sweet Pea, Narisse, Orchidee, etc., etc.

Specialities for Soap Manufacturers

Acaciol, Cassia N. Cyclaman, Geranium-
Roseine, Giroflee, Lilac, Muguet, Patchouly,
Violet, Reseda, Peau d'Espagne, etc., etc.
ASK FOR SAMPLES.

Sole Agents for the British Empire:

G. E. KAYE, LTD.,

65 Fenchurch St., London, E.C. 3.

Telegrams: "Thesaurus-Fen, London." Phone: Central 1708

Cresp-Martineng

(Grasse, France),

Manufacturers of

ESSENCES & PRIME
MATERIALS for MANUFACTURING

PERFUMERS,
CONFECTIONERS,
ETC.

SYNTHETICS
ARTIFICIAL VIOLETS
(MYRIONE)
Artificial Musk

INQUIRIES SOLICITED. LARGE STOCKS

ROBERT FERBER, LTD.
98/104 OAKLEY STREET,
LONDON - S.E.1.

Agents for
the UNITED
KINGDOM &
CANADA.

TERPENELESS OILS

BRITISH MADE

We manufacture exclusively ourselves all kinds of Terpeneless Oils, and invite inquiries from users throughout the world.

WE SPECIALISE IN TERPENELESS:

Anise (Anethol)

Bay

Bergamot

Caraway

Cassia

Cinnamon

Clove

Dill

Geranium

Ginger

Juniperberry

Lavender

Lemon

Limes

Mandarin

Nutmeg

Orange

Peppermint

Petitgrain

Rosemary

CINNAMIC

ALDEHYDE

GERANIOL

CITRAL

EUCALYPTOL

— SICILIAN —
LEMON - BERGAMOT
ORANGE - MANDARINE.

— SPINELLI —

The Oils that have a Long
Reputation for Quality.

In the manufacture of our Terpeneless Oils it was imperative that we secured the very finest Sicilian Oils to work upon. After several exhaustive tests we came to the conclusion that the "SPINELLI" brand of Sicilian Oils gave us the best results. As we were able to place large orders for our own needs with the manufacturers, we have pleasure in stating that they have entrusted us with their British Agency, and we offer to users of Sicilian Oils the benefit of our experience. There is quality in every package. Guaranteed Genuine Oils of authentic origin, and to conform to any analysis as to purity.

HOLLANDS DISTILLERY LTD.

Lavington Street, Southwark, LONDON, S.E.1.

A B C Code, 5th Edition.
Western Union.

Telegrams: "LANDSLOH LONDON."
Telephone: Hop 898.

AMERICAN AGENTS—O. A. BROWN CO. INC., 99-101 Beekman Street, NEW YORK.

CANADIAN AGENTS—F. S. JARVIS & CO., 18 Toronto Street, TORONTO.

WHOLESALE & EXPORT ONLY.

LA ZAGARA,

REGGIO, CALABRIA (Italy),

Co-operative Society of Citrus Plantation
Growers and Essential Oil Makers.

Buy Direct from Actual Producers

HIGHEST-GRADE GENUINE CALABRIAN
OILS OF

LEMON BERGAMOT ORANGE

MANDARIN. PETIT-CRAIN. NEROLI.

BERGAMOT

is an exclusive product of REGGIO, CALABRIA

Sole Agent for the United Kingdom:

C. A. CHARPENTIER,

184 Aldersgate Street, LONDON, E.C.1.

Phone: City 7947.

FOR THE

Photographic Season

We have New Designs in *Hypo*.
Cartons, Film and Plate Envelopes.
We shall also shortly have a new
up-to-date series of real good photo-
graphic advertising matter.

Interested Photographic Chemists
are recommended to make an early
application for samples.

Send 10/6 for Full Set of Samples to Colonies,
which is credited on orders of £10 and upwards.

Thomas Waide & Sons

Chemists' Printers, LEEDS.

LONDON CHEMISTS !!

These posters, 60 by 40 inches, in 3 colours, will be posted on the 17th April in 100 principal Tube stations for advertising



De Luzy Lines

They will compel attention and interest, and by displaying stock at same time you will reap good business.



CREME 1/3 size 10/- doz., 2/6 size 0/- doz., 3/9 size 30/- doz.
POUDRE 10d. size 6/8 doz., 1/9 size 14/- doz., 3/3 size 26/- doz.

SHOWCARDS AND SAMPLES SUPPLIED.

W. H. CALNAN & CO., 30-32 Ludgate Hill, LONDON, E.C.4.

ROURE BERTRAND FILS, GRASSE. *Established 1820.*

LAVENDER (French), SPIKE LAVENDER (French and Spanish)

NEROLI, GERANIUM (African and Bourbon), SANDALWOOD, PETITGRAIN (French and American),

VETIVER (Java and Reunion), ROSEMARY, BOIS DE ROSE FEMELLE, YLANG, &c.

ORRIS CONCRETE and LIQUID.

ESSENCES, SOLIDES and LIQUIDS from flowers. RESINOIDS and POMADES.

We have Stocks in London of the most important Essential Oils and Perfumery Products.

JUSTIN DUPONT, Argenteuil (S. & O.), France
Makers of SYNTHETIC PERFUMES

and some of the finest original odours extant, for Sachets, &c.

SOLE AGENTS FOR THE UNITED KINGDOM:

STEPHENS BROTHERS & CO., 2, 5 & 6 Bury Court, St. Mary Axe, London, E.C.3.
Wholesale Houses only supplied.

FACE CREAM. TOOTH POWDER. NAIL POLISH
„ POWDER. „ PASTE. HAIR CREAM
BRILLIANTINE, Solid and Liquid. PERFUMES
VIOLET POWDER. TALCUM. TOILET OATMEAL
SHAMPOO POWDER & LIQUID. MASSAGE CREAM

*Your own formula prepared, or we can supply ingredients if desired.
Send for samples and quotations.*

A. CONNELL & CO., 3 Jewry Street, LONDON, E.C.3

PHONE-AVENUE 1945.

It is important to note that each Bottle is guaranteed airtight under all climatic conditions.



"KRASKA"

USED BY
ROYALTY.

The only Perfect Liquid Nail Polish.

MADE IN TWO COLOURS,
ROSE AND NATURELLE.

Kraska Nail Polish	... small	9/6 per doz.	Retail 1/2 each.
" "	... medium	12/6	1/8 "
" "	... large	19/-	2/9 "
" Hand Balm	...	10/-	1/2 "
" Bleaching Fluid	...	10/-	1/2 "
" Cuticle Cream	...	10/-	1/2 "

Obtainable at All Wholesale Houses.

SOLE AGENTS:

FRANCISCO MAYER, Mr. J. WINKEL,
Casilla 2869, Santiago, Chili. 21 Bierkade, The Hague, Holland.
C. E. COLLINGE & CO., A. E. & F. TOLLEY, Ltd.,
143 Cannon Street, London, E.C.4 26 King Street, Sydney, N.S.W.
China & Straits Settlements. Australia, New Zealand, India.
Other Agents Entertained.

THE KRASKA CO. LTD.

7 BLENHEIM STREET, NEW BOND STREET, LONDON, W.1.

PROPRIETOR — A.H. GLOVER.

Best

Delphinus

MFG. CO.

TRADE MARK.

British

SPECIALTIES

Nail Polish, Antiseptic
Cloth Cleaner, Styptic Pencils &
Solidified Brilliantine, Shaving Blocks,
Dental Cream, Pomade Hongroise,
Bay Rum, Dry Shampoo,
Etc.

Maximum Quality!

Exports to all parts.

Minimum Cost!

Enquiries invited.

HONGROISE BRIGHTON.

45 Edward St. Brighton.

CABLEGRAMS TELEGRAMS COPYRIGHT.

BUISSON FRERES' BRILLANTINE

〈SOLIDIFIED〉

For Strengthening and Beautifying
the Hair.

A daintily perfumed Brillantine
in solid form, packed in art-
istically decorated tins, designed
to meet the requirements of
travellers for whom the ordinary
liquid Brillantine is unsuitable.

Prices, etc., on application.

Proprietors:

W. J. BUSH & Co., Ltd.,
ASH GROVE, HACKNEY, E. 8.

A. BOURJOIS & Cie, Ltd.

66 CARTER LANE - LONDON, E.C.4.

Please note that the prices of
Poudre de Riz de Java (Bourjois)
 are as under :

1/6 size. No. 45	1/2 size. No. 495
1 doz. - 13/- per doz.	1 doz. - 10/- per doz.
6 „ - 12/9 „	6 „ - 9/9 „
12 „ - 12/6 „	12 „ - 9/6 „

The P.A.T.A. prices for Java Powder have been increased to
 1/6 and 1/2 per box.

MOUSLEY'S "BEAVERPUF"

Patent Nos. 4931 and 4932.

The Ladies' Natty Friend.

B. quality
 Brown
 Fur,
 3/11
 each,
 Retail.



G. quality
 Grey Fur,
 4/6
 each,
 Retail.

Additional Powder Bags, 6d. each, Retail.
Revolution in Powder Puff Manufacture.
 Thousands already sold.
 Now stocked by leading Wholesale Houses.
 Usual Trade Discounts.

Patentee and Sole Manufacturer:
F. A. MOUSLEY,
 Priest Bridge, Mortlake, London, S.W.14.

Cellophane

What Is It?

CELLOPHANE

is a transparent film of pure Cellulose, **absolutely** air, grease, and odour proof, **unaffected** by cold, heat, or moisture, and **sterilisable**.

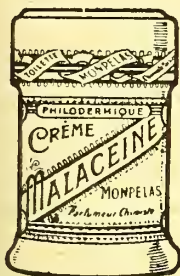
An **ideal wrapping** for Drugs, Tablets, Bath Crystals, Perfumery, Provisions, Sweets, Surgical Dressings, Articles of Toilet, &c. &c.

Will keep your Goods, Boxes, Bottles, and delicate Labels **clean** on the Counter and in Shop Windows, allowing the Articles to be seen **by transparency**. Can be had colourless, coloured and embossed.

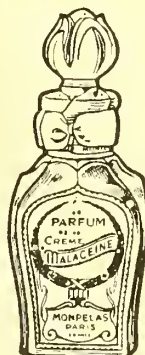
Also in the shape of **Discs** for Creams, Ointments, Boot Polish, &c.

Prices, Samples and Particulars from

The CELLOPHANE COMPANY
 (LECLERCQ & CHARÉLAT),
 15 Cullum Street, London, E.C.3.



MALACEINE



MALACEINE PRODUCTS

Manufactured by
"PARFUMERIE MONPELAS"
 PARIS.

No.		Per Doz.	Retail Price P.A.T.A.
62	Crème Malaceine, Small size	15/-	1/9
63	" " Medium size	30/-	3/6
64	" " Large "	50/-	5/6
67	Poudre Malaceine, Small "	25/-	3/-
68	" " Large "	35/-	4/-
71	Malaceine Toilet Soap	21/-	2/6
75	" Perfume, each bottle in case	70/-	8/-
76	" " loose	65/-	7/6
78	" Shaving Soap ...	21/-	2/6

SPECIAL TERMS FOR HOME TRADE

Small quantities ... 7½ % 1 Month.
 £5 lots and upwards, 5 % Invoice and 7½ % 1 Month.

A £5 SAMPLE ORDER

Will Cost You Will Realise

	s.	d.	£	s.	d.
1 doz. No. 62 Cream ...	15	0	1	1	0
1 doz. No. 63 Cream ...	15	0	1	1	0
1 doz. No. 64 Cream ...	12	6	0	16	6
1 doz. No. 67 Powder ...	12	6	0	12	0
1 doz. No. 68 Powder ...	17	6	1	4	0
1 doz. No. 71 Soap ...	10	6	0	15	0
1 doz. No. 76 Perfume ...	16	3	1	2	6
1 doz. No. 78 Shaving Soap ...	10	6	0	15	0

5 % ... £5 9 9
 ... 5 6

7½ % ... £5 4 3
 ... 7 10

£4 16 5

£7 13 0

**OR NEARLY
60 % PROFIT.**

Showcards and Booklets Supplied.

An extensive Advertising Campaign in all the principal Society Journals is now proceeding.



Sole Wholesale Agents for Great Britain and Ireland—

WILLIAM TOOGOOD LTD.
77, SOUTHWARK ST.
LONDON, S.E.1.



Enolin

TOOTH PASTE

"STRONG" OR "MILD"

THE SUPER PASTE

"ENOLIN" IS ALSO SUPPLIED IN POWDER FORM, 6d. and 1s. TINS.

SOLE MANUFACTURERS & PROPRIETORS:

A. & E. CARRERAS, *Perfumers*,
207 King St., Hammersmith, London, W.6.

Selling Agents for
Provinces, Ireland and Export:
MESSRS. PATTINSON & MACKIE, LTD.
Albion House, 59 New Oxford Street,
London, W.C.1.

"Newbery's"
FRANCIS NEWBERRY & SONS LTD.

Dental Cream of Distinction

IN THE FOLLOWING FLAVOURS—

Formalin & Mint
Oxygen
Areca

Cherry

Carbolic
Smokers'
Thymol

■ ■ ■

A first-class article, attractively packed—
which cannot fail to bring repeats.

CHARTERHOUSE SQUARE,
LONDON, E.C. 1

SALES
BEAT ALL RECORDS.

INDIAN PERFUME BRICK

KEEPS AWAY MOTH.
LASTING & FRAGRANT.



FOR LINEN CUPBOARD AND WARDROBE.

On the P.A.T.A.

Retail Price 6d.

Of the Makers:

WILLIS, LOW & DRIUFF, LTD.,

6 Mortimer St., London, W.

AND ALL WHOLESALERS.

GIVE it a good show and it sells itself. There is nothing just like it, and the excellence of the product and the practicability of the box makes customers for you. *Shows you 33 $\frac{1}{3}$ % Profit.*

POUDRE NILDÉ

in the Sifter Box.

Appeals irresistibly to every woman. The quickest selling line of face powder ever shown.

MINIMUM SELLING PRICES:

POUDRE NILDÉ

in the Sifter Box.

Small size for the handbag	-	-	1/-
Large size	-	-	3/6
Leather or fancy silk vanity cases, small size, with mirror	-	-	5/-
Large size	-	-	10/-

ROUGE INVISIBLE NILDE

in the Sifter Box.

Small size	-	-	-	1/6
In leather case	-	-	-	5/6

THROUGH YOUR
WHOLESALE
HOUSE.

**EACH
BOX
CONTAINS
A PUFF**

NILDÉ, Paris

British and Colonial Agents :
8 BLENHEIM ST., LONDON, W.1



ALTERATION OF PRICES

APRIL 2, 1920.

Owing to the greatly increased cost of materials we have been compelled to revise the prices of our preparation, "Koko for the Hair."

On and after the above date the prices will be as follow :--



Size	P.A.T.A. Minimum Retail	Dozens	£10 Orders	£50 Orders
1/6	1/6	13/6	12/2	11/9
3/-	3/-	27/-	24/3	23/8
5/6	5/6	49/6	44/6	43/3

These terms give you a greater percentage of profit than the previous rates.

All orders should be sent to our Sole Distributing Agents,
Messrs. Butler & Crispe, 80/82 Clerkenwell Road, London, E.C. 1.

KOKO-MARICOPAS CO., Ltd.

16 BEVIS MARKS, LONDON, E.C. 3.

Telephone—Avenue 595.



SPEROL
THE HAIR FOOD

MISS GLADYS COOPER USES IT, AND SAYS IT IS
THE FINEST HAIR TONIC SHE HAS EVER USED.

The bottle is an ornament to any showcase.

Very attractive pictorial showcards. Wholesale prices leaves a good margin.

THIS PREPARATION IS BEING EXTENSIVELY ADVERTISED IN
THE ILLUSTRATED WEEKLY PAPERS.

Write to the Sales Manager,
**The Richmond Pure Drug
Co., Richmond, Surrey.**

Think it over!

THESE ARE JUST THE LINES YOU WANT.

"Leona" Series are of tip-top quality, beautifully packed, well advertised, leave you a good profit, and are on the P.A.T.A.



"LEONA" DENTAL CREAM

(Mint or Thymol)

Small Size	...	Cost 4/6 per dozen	Sell @ 7½d.
Large Size	...	" 8/- " "	" @ 1/3

Recommended by the Institute of Hygiene.

"LEONA" CREME DE BEAUTE

Cost 12/- per dozen Sell @ 1/6

A Delightfully Perfumed Vanishing Cream packed in handsome 2-oz. opal pots.

"LEONA" BRILLIANTINE (SOLIDIFIED)

Cost 8/6 per dozen Sell @ 1/-

Packed in beautifully embossed tins and cartons.

POUDRE "LEONA"

Cost 8/- per dozen Sell @ 1/-

Richly perfumed and packed in gold-blocked boxes.

Every Line is a work of art.

Ask your wholesaler to show them to you, and

YOU WON'T REGRET IT

Sole Manufacturers and Proprietors—

THE JACKSON CO., 172 St. JOHN STREET, LONDON. E.C. 1.

DEARBORN

LIMITED

37 Gray's Inn Road, LONDON, W.C.

Toilet Specialities.

	Price per doz. to Retailer.	Selling Price P.A.T.A.
PILENTA SOAP -	10/-	1/-
A complexion soap.		
PROLACTUM -	10/-	1/-
For the lips.		
PARSIDIUM JELLY -	10/-	1/-
For wrinkles.		
ALLACITE of ORANGE -	22/6	2/6
A dressing cream. BLOSSOM		
BORANIUM -	22/6	2/6
A hair tonic.		
CLEMINITE -	22/6	2/6
For a face lotion.		
COLLIANDUM -	22/6	2/6
For a face tint.		
PERGOL -	22/6	2/6
A deodorant.		
STALLAX -	22/6	2/6
For a shampoo		
JETTALINE -	31/6	3/6
For clearing the skin.		
PHEMINOL -	36/-	4/-
A depilatory.		
MENNALINE -	36/-	4/-
For the eyelashes.		
MERCOLIZED WAX -	31/6	3/6
A face cream.		
STYMOL -	36/-	4/-
For oily complexions and blackheads.		
BARSYDE -	22/6	2/6
Dandruff eradicator.		
TAMMALITE -	22/6	2/6
For grey or faded hair.		
LIQUID PERGOL -	31/6	3/6
To check excessive perspiration locally.		
BICROLIUM -	22/6	2/6
For whitening the hands.		
HARAPOSA -	22/6	2/6
Nut oil shampoo.		

STOCKED BY ALL WHOLESALE HOUSES

COLONIAL DEPOTS AND AGENCIES.

AUSTRALIA:
ALL WHOLESALEERS and
DEARBORN, Ltd., Grace House, Clarence Street, Sydney.

SOUTH AFRICA:
LENNON & CO., Ltd. (Pretoria)
SIVE BROS. & KARNOVSKY Ltd. (Johannesburg)

INDIA:
KEMP & CO., Ltd. (Bombay).
R. MACLURE (Madras).
SMITH, STANISTREET & CO. (Calcutta).
MEHTA BROS. (Calcutta).
JAMNADAS BROS. (Bombay).

NEW ZEALAND:
SHARLAND & CO., Ltd. (Auckland & Wellington).

SOUTH AMERICA:
DEARBORN, Ltd., Calla Salta 264, Buenos Aires.

KEENOLIA Hair Cream.

Shows you 50% Profit on Sale.

*Our Advertising is attracting
New Customers Every Week.*

**ARE YOU SHARING IN
THE PROFITS?**

MADE UP IN TWO SIZES:

4 oz. - per doz. 7/6 min. retail 1/3
8 oz. - " " 12/- " " 2/-

Attractive Showcards supplied GRATIS.

From all Wholesalers, or direct from Manufacturers.

ORMSIDE CHEMICAL CO.
LIMITED.

57 POLAND STREET, LONDON, W. 1.

"Jackel's Cream"

(without Grease)
for THE HAIR

Sold everywhere

Established 1883.



"Jackel's Cream"
fixes the hair in any de-
sired position; is un-
excelled as a dressing
and does not soil the
headware. It removes
Scurf and Dandruff,
keeps the scalp healthy,
and promotes the natu-
ral growth of the hair
while maintaining its
softness and brilliancy.

Prices for Wholesale and Export
Houses on application.

Jackel et Cie (of Paris)
Ltd.

Sauchiehall Street
GLASGOW

CRYSTALLISED
1/9 CREAM 2/6

Trade Mark attached to each
bottle.

We do not Profiteer at the Expense of the Retailer.

Push "PERMOL" and
make a profit of 33 $\frac{1}{3}$ %
plus a bonus of 1 doz.
tubes per gross.

10/- per dozen post free
Packed in dainty cartons
specially arranged for
Counter Show.

Guaranteed
Absolutely
Pure.

PERMOL
DENTAL CREME

Antiseptic
and
Cleansing.

The Dainty Dentifrice that
will pile up your profits.

FOR



PURITY

Registered Trade Mark.

Send us a postcard and
we will execute your
orders in strict rotation.

Special Terms to Wholesalers

PERMOL PRODUCTS Co., Ltd.

73 HIGH STREET,
LEWISHAM, S.E.13.



ROBARTES, LTD.

1 DYER'S BUILDINGS
Holborn Bars, London, E.C. 1.
PROPRIETARY LINES

DECOLTENE	-	-	-	Per Doz. P.A.T.A.	30/-	3/9
The Liquid Hair Remover						
DINKIE	-	-	-		20/-	2/6
The Dainty Deodorant						
DIADEM VANISHING CREAM					30/-	3/9
In "snowball" Jars						
DIADEM FACE POWDER	-	-	-		20/-	2/6
In six shades						
DIADEM WAX	-	-	-		20/-	2/6
For the Complexion						
DIADEM CREME ROUGE	-	-	-		20/-	2/6
For cheeks and lips						
DIADEM TALCUM POWDER	-	-	-		10/-	1/3
DIADEM EAU DE COLOGNE—						
1 oz.	-	-	-		14/-	1/9
2 oz.	-	-	-		26/-	3/3
4 oz.	-	-	-		48/-	6/-
DIADEM LILY-MILK SOAP	-	-	-		16/-	2/-
Magnum Tablets. Beautifully packed						
DIADEM BATH SALT						
CONCENTRATES					12/-	1/6
DIADEM TROPICAL HAIR						
Dispels flies and insects					LOTION	36/- 4/6
DIADEM "PARFUM SEC"					-	16/- 2/-
A powder perfume. In 10 odours						
DIADEM OXYGENATED BATH						
					SALTS	20/- 2/6
DETERPEX OIL SOLUBLE ESSENCES						
DETERPEX OIL SOLUBLE COLOURS						
For the manufacture of Brilliantines, Toilet Paraffins, etc.						

:: OBTAINABLE FROM ALL ::
LEADING WHOLESALE HOUSES

ROBARTES' PREPARATIONS

*are largely advertised in all
principal papers.*

Artistic showcards and counter matter
free on request.

Write for latest edition of illustrated
catalogue.

SHAVING BRUSHES

French-made—Guaranteed Free of Anthrax.
DELIVERY from LONDON STOCK.

COMBS.

MANICURE SETS

and Requisites (IVORY & EBONY).

HYPODERMIC SYRINGES

(French)

Tooth, Nail & Hair Brushes

Camel-Hair Pencils and Mops,
Iodine, Throat & Tube Brushes.

WE SUPPLY WHOLESALE ONLY—No Retailers.

A. E. DEPRETER

24 Holborn, London, E.C. 1.

Telephone:
Holborn 3182.

Telegrams:
"Aedepreton, Smith, London."

The Dye with a Reputation for reliability.

ROYAL COURT HAIR DYE

SEVEN SHADES.

1/6 size 12/- doz. 2/6 size 18/- doz. P.A.T.A.

The only dye giving a natural gloss to the hair.

From all wholesalers or direct

J. KNOX-WALKER & Co., Ltd., 422 Kingsland Rd., London E. 8.

NAIL

FILES,
SOISSERS,
OLIPPERS,
INSTRUMENTS.

—TWEEZERS & FORCEPS.—

Special quotations to large buyers.

HENRY W. SCURR, HENRY RD., SLOUGH

WE ARE THE ACTUAL MANUFACTURERS of the following lines—

DRESSING COMBS MANICURE SETS HAIR ORNAMENTS BRUSH BACKS

(For Brush Manufacturers).

All our Articles are GUARANTEED
NON-INFLAMMABLE.

Wholesale and Shipping only supplied.

MYERS, LUMOS & Co. MANUFACTURERS.

Factories—

ISLINGTON, N.

FINSBURY PK., N.

Phone: CITY 3526 (3 lines).

Sales Offices—

35/6 Aldermanbury,

LONDON, E.C. 2.



THE DEMAND FOR THINULENE

the never-failing remedy for DOUBLE CHIN and general OBESITY, is increasing with extraordinary rapidity. It is a good thing and well advertised. Our other specialties are Thinulene Cream Thinulene Ointment Scalpine for the Hair Oidene for Infants' Heads Lashcreme for Eyelashes.

Have you got YOUR supply—if not, write for particulars to—THE SEWELL TOILET PREPARATIONS, 37 Berners Street, W. 1.

MECHANICAL DENTISTRY.

To INCREASE YOUR PRACTICE send your Work to

A. G. FENTIMAN.

Every case executed under personal supervision, thus facilitating fit and giving complete satisfaction. Send for price list, &c., to (the only address)

A. G. FENTIMAN, Ltd., 190 BISHOPSGATE, LONDON, E.C. 2.

Telegrams: "Fentident, Ave, London."

Telephone: London Wall 7.

WE ARE ACTUAL MANUFACTURERS OF

POWDER PUFFS

Send for Price List of our Special Lines of Wool Pads and Mignonnettes.

WHOLESALE AND EXPORT ONLY.

BRUSSELS.

THEO. VAN DER HEYDEN,

118-122 HOLBORN, E.C. 1. Tel.: Holborn 1873.

PARIS:

17 Rue de la Grange
Batelière.

WHOLESALE
ONLYFRENCH AND ENGLISH ONLY
SHAVING BRUSHES

EXPORT

LOWEST PRICES in ENGLAND AND FRANCE.

ALSO

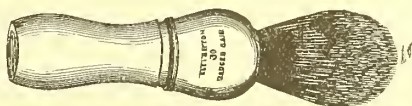
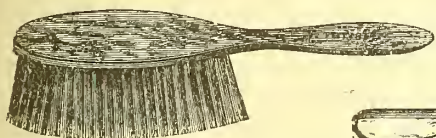
**SAFETY RAZORS, STROPS, HAIR BRUSHES, GLASS
BOTTLES, MEDICAL GLASS, RUBBERS, ETC.**

INSPECT our LARGE STOCKS before BUYING ELSEWHERE--IT WILL PAY YOU.

The ANGLO-FRENCH Mfg. Co. Manuf. : 23 Upper Charles St.,
CLERKENWELL, E.C.1.

PHONE: Central 1029.

GRAMS: "Avanglohey, Isling, London."

Titterton's *Celebrated TOILET* **Brushware****TITTERTON & HOWARD, Brush Manufacturers, 8 & 10 Great Titchfield St., London, W. 1.**
FACTORY: ALBION WORKS, DALSTON LANE, E. 8.**BRUSHES for EXPORT***Lines found very suitable for high-grade
ENGLISH TRADE.*

No.	Handle	Per gross
675	Bone Handle	26/-
1151	Celluloid Handle	47/-
1017	Bone Handle	37/-
1709	Celluloid Handle	34/-
1916	Bone Handle	59/-
2204	" "	70/-
2205	" "	71/-
2706	" "	82/-

C.I.F. Liverpool. Orders for a minimum of 120 gross (or 1 ton). Any decline in exchange below 2/6 per Y 1.00, or in freight rate, will correspondingly reduce C.I.F. price.

Quality absolutely guaranteed. Price firm till Dec. 1st. 10% up after that date. Cable your order and advice of credit, and forestall the increased price.

THE MUTUAL BRUSH CO.,
24 Nakayamate-dori 2-chome,
KOBE, JAPAN.Cable Address: "SIMSLAND."
Codes: Bentley's, Western Union, ABC, 5th Edit.

Entirely British and American Owned.

*"Your satisfaction means our success."***G. B. KENT & SONS, LTD.**Are known the World over as
the Largest Manufacturers of**BEST
BRITISH
BRUSHES***Please write for full Particulars to--***75 Farringdon Road, E.C. 1.****ANNOUNCEMENT !!****WILLIAMSON BROS.,***Druggists' Sundriesmen,***54 Lower Thames Street, E.C. 3**beg to inform their many friends in the
MANCHESTER area that there is now a
Showroom where their goods can be inspected,
at **Office No. 7, 49 DEANS GATE.**If unable to call, a card will bring our
representative to you.

SPECIAL OFFER !

We can safely say that no other firm in London has such a varied stock. Even if you are wanting a special line which we do not happen to have in stock, there is always an alternative one we can let you have.

The following are some of the lines we offer :

SQUAT KALIS, green, 2 oz. size.
 KAY'S ESSENCES, green, 2½ oz. size.
 KALIS, green, 4 oz. size.
 KALIS, flint, 1, 2, 4, 6, 8, 10, 12, and 16 oz.
 LIMES, flint, 2, 4, 6, 10, 12, and 20 oz.
 LIMES, green, 1 and 4 oz.
 MEDICALS, first and second quality, green, plain, and graduated, 4, 6, and 8 oz. Also tinted blue.
 MEXICANS, flint, 1½ and 2 oz. sizes.
 PANELS, green, 4 oz.
 PANEL TOBINS, green, 2½ oz.
 PANELS, flint, 1 and 2 oz. sizes.
 VIALS, green, 1 and 2 oz. sizes.
 VIALS, flint, all sizes; from half-dram. Long series.
 VIALS, graduated, 1 and 2 oz. sizes.

And many more lines too numerous to mention.

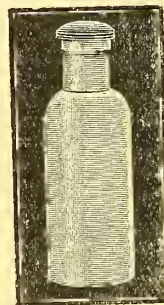
Plenty of 4-oz. Medicals



TABLET BOTTLE

Ampoules
 Aspirator Jars
 Brills
 Cannons
 Douche Linings
 Dropping Bottles
 Emulsions
 Feeder Tubes
 Glass Unions
 Nasal Douches
 Panels

Perfume Bottles
 Cut stoppered, ½ to 2 oz. sizes.
 Reagent Bottles
 W. & N. Mouth, from ½-oz.
 Retorts
 Screw Jars
 Specific Gravity Bottles
 Sweet Jars
 Syringes
 Tablet Bottles
 Nos. 1 to 7
 Test Tubes
 Weighing Bottles



KALI

JULES LANG & SON
 CHARLTON WORKS, CHARLTON PLACE,
 ISLINGTON, LONDON, N.1

Telephones:
 NORTH 2770-2 (three lines).

Telegrams:
 "ASSORTED, PHONE, LONDON."

Please mention this Paper when sending us your inquiries.

ROYAL VINOLIA

Ladies Toilet Requisites.

THE Toilet Requisites for ladies, manufactured by the Vinolia Company Limited, give pleasure by reason of their distinctive quality and charm.

Our continuous advertising has created a steadily increasing demand for these high-class productions, and a display of the dainty and attractive Royal Vinolia packs illustrated on this page will ensure you a full share of this very profitable business.

The Vinolia Company's range of Toilet Requisites for both Ladies and Gentlemen is a very extensive one. These Requisites are all alike perfect.

VINOLIA COMPANY LIMITED, LONDON.
Offices and Works; Bebington, Cheshire.





From to-day, ENO'S

is placed on the P.A.T.A. List

A NEW AND PROGRESSIVE POLICY.

We believe that our decision to protect the selling price of ENO and thus secure a reasonable and stabilised profit to the Trade will have more important and far-reaching results than any other change in policy effected during the 50 years' history of the firm.

Throughout the last half century—through all the dark years of war, through labour shortage, transport difficulties, lack of materials and instability of prices, the high quality of ENO has remained inviolate. But to-day, with prices soaring and values declining, there is no alternative but to raise the price of ENO'S Fruit Salt in order to preserve its unrivalled quality and efficacy and also to enable us to help the trade in their burden of business building in these difficult times, by allowing a protected and more adequate profit than was possible before. In return, we rely on your loyal co-operation so that with your help and goodwill the Public may become accustomed to the increase in price as speedily and easily as possible.

For many years ENO has been a power in the land, and to-day it stands as high as ever in public favour. Moreover—and this again vitally affects you—ENO is now being advertised more widely and more forcibly than at any other time in its history.

We feel confident therefore that by these progressive changes in policy we are serving the best interests of the trade and at the same time laying the foundation of bigger and better business for us all.



New Price Labels Sent Free on Request. Circular price labels as illustrated here, attractively printed and gummed ready for attaching over the old price of 2/9 on our wrappers, will be sent post free on request to those who have stock of ENO'S Fruit Salt on hand. Please state clearly your name and address, whether wholesaler or retailer, and quantity required. One label only is needed for every bottle. Please address your application to: Sales Manager, J. C. Eno, Ltd., Blackfriars House, Ludgate Circus, E.C.4.

We are always prepared to supply an attractive variety of striking showcards and other advertising matter, together with electric (of varying sizes) of some of our most successful newspaper advertisements. These last are mounted on wood and pierced for dealer's name and address.

ORDERS CAN NOW BE

All correspondence and inquiries to

Sales Manager, J. C. ENO, LT.,

Works: "Fruit Salt" Works,

April 16th,



"FRUIT SALT"

the increased price of 3/- per bottle.

HOME TRADE TERMS.
(3/- size P.A.T.A.)

Quantity.	Price per dozen.	Discount.	Face Value and Advertised Price.
50 Gross and over	36/-	20% and 10%	3/-
25 " " "	36/-	20% " 9%	3/-
10 " " "	36/-	20% " 7%	3/-
3 " " "	36/-	20% " 5%	3/-

Minimum Wholesale Price for quantities less than 3 gross, 36/- less 20%, or 28/9½ nett.

SPECIAL ADVERTISING OFFER TO RETAILERS.

Quantity.	Price per dozen.	Discount.	Extra Discount.	Face Value and Advertised Price.
1 Gross	36/-	20% for cash with order.	5% for 14 days Window Show.	3/-

These Orders will be executed carriage paid, and will include a choice selection of new and attractive advertising material to assist in the display of our goods. Cases will be charged for at the rate of 12/- per gross case, but will be allowed for in full if returned carriage paid and received in good condition.

CONDITIONS.—Orders for the Home Trade are executed on the following conditions:—

- That the goods are not exported out of the United Kingdom. Special wrappers are provided for various countries overseas, and the export terms can be obtained on application.
- That when the goods are sold, the above prices are adhered to. The prices are protected by the Proprietary Articles Trade Association.

PACKING & CASES.—Packed in cases containing 6 and 12 dozen bottles, which are charged for at the rate of 6/- and 12/- per case respectively. These cases are allowed for in full if returned carriage paid and received in good condition. Method of packing has been standardised as the result of many years' experience. Breakages should not occur with fair handling and are not allowed for.

LIVELY.—Free on Rail or to Warehouse in London.

TERMS.—Cash in 7 days. New customers, cash with order.

EXPORT.—TERMS FOR EXPORT TRADE ON APPLICATION.

PROMPTLY EXECUTED.

should be addressed to—

BACKFRIARS HOUSE, E.C.4.

Pieroy Street, London, S.E. 14.

The words "Fruit Salt" are our registered Trade Mark, and have been known for half a century to mean the preparation of J. C. Eno, Ltd., and no other. It is an infringement of our rights to use the title "Fruit Salt" for any other preparation but our own.

Are you stocking our well-known

DISINFECTANT LINES?

IF NOT, may we send you a trial parcel of these Goods, all of which show a good margin of profit? Be prepared for the heavy demands that will be made this year for REAL DISINFECTANTS.

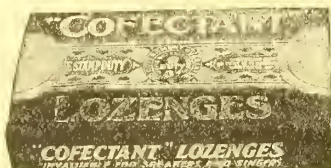
"Cook's" Disinfectant Specialties are all Real Germicides.



"KLONDOL" is an improved cleansing antiseptic of the "Lysol" class. Used in many of the principal Hospitals, etc. 14/- per doz. 8-oz. bottles. Retail at 1/9 per bottle.



A fragrant fluid for all purposes. 8/- per doz. tins. Retail 1/- per tin.



For all Bacillary affections of the Respiratory tract. Invaluable for prevention of Influenza and other infectious illnesses.

10/- per doz. boxes.
Retail 1/3 per box.



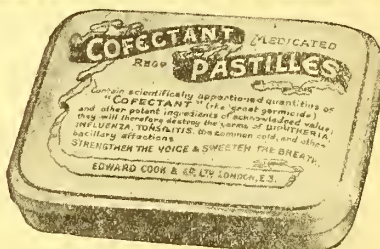
A pure triple-milled Soap containing a suitable percentage of "Cofectant." Invaluable for preserving the health. Non-irritant to the most sensitive skin. 15/- per doz. 3-tab. boxes. Retail price 8d. per tablet.

"BAN-FLU." The powerful Germicidal bouquet for destroying all pathogenic bacteria in the handkerchief and on the clothes. A combined Disinfectant and Perfume. Delightfully pleasant but of distinct potency. Non-staining and non-greasy. Supplied in sprinkler top bottles at 14/- per doz. to retail at 1/9 per bottle.

USUAL TERMS.

SEND FOR OUR COMPLETE LIST OF DISINFECTANT SPECIALTIES.

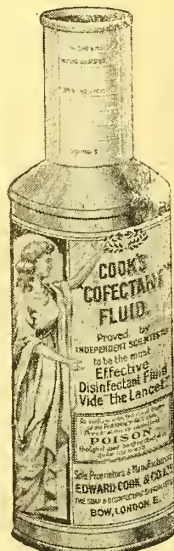
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	Size	Retail	Wholesale
Prices :	1/3	12/9 doz.	11/11 doz.
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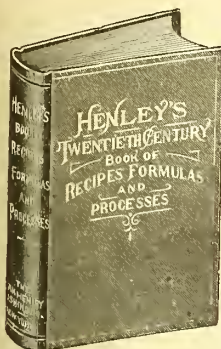
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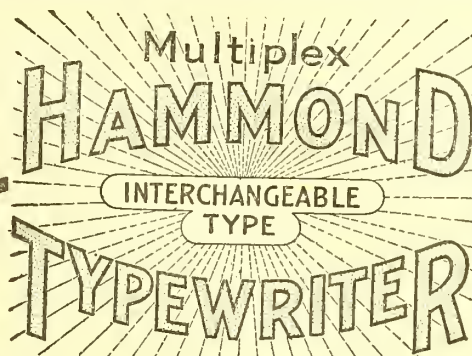
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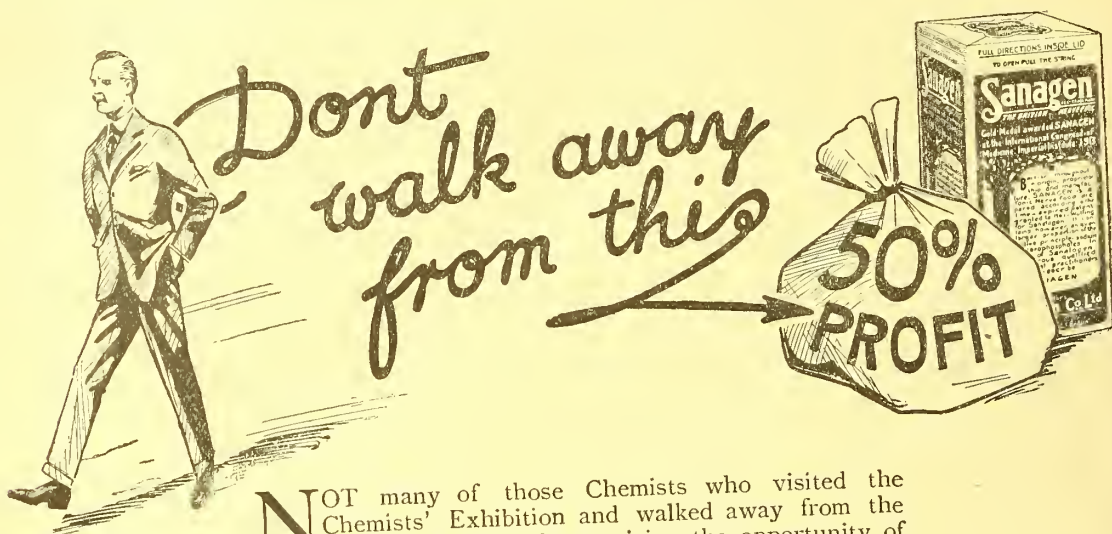
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Phenacetin is British-made by
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MARK

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Presents a product of exceptional quality,
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*gr. 5, in bottles of 25 at 16/- per doz.
gr. 5 " " " 100 " 52/- " "
(subject)*

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New Books.

Grieve, M., F.R.H.S. *Economic Trees and Their By-products: a concise account of over seventy species of trees that readily grow in Great Britain and which possess valuable by-products, now either neglected or entirely wasted.* 7½ in. × 4½ in. Pp. 70. 1s. 6d., paper cover. (Mrs. Grieve, The Whins Medicinal Herb School and Farm, Chalfont St. Peter, Bucks.) [Monographs on such trees as pines, firs, cedars, chestnut, birch, broom, witch hazel, juniper, cherry, laurel, quince, buckthorn, willows, elder, slippery elm, lime, oak, etc. The medicinal properties are mentioned of the various parts of the trees and of preparations made from them.]

The British Dominions Year Book 1920. 8½ in. × 5½ in. Pp. 317. 1s. (Eagle, Star, and British Dominions Insurance Co., Ltd., British Dominions House, Royal Exchange Avenue, London, E.C. 3.) [Contains articles and reviews of the position of the British Empire and of the chief political movements of the times. Among the contents are chapters on "Science and the War" and "Preventive Medicine." Many maps and charts are included in the volume.]

Experiences of the Great War.

Contributions to this section are invited.

XXXVI.—With the Sanitary Corps.

UNLIKE "Ex-Quartermaster" (*C. & D.*, March 27, p. 65), I was not one of the lucky ones who could sleep every night in pyjamas, but was only the "poor old sanitary man" attached to H.Q. of the battalion, and who became subsequently the unpaid, unstriped corporal in charge of the sanitation of the regiment. Appointed to my job while on trek in Italy, November 1917, presumably on the strength of my being a chemist, I found that, although it was very tiring work, I was exempted to a great extent from those irritating parades and "poshings up" that the authorities were so fond of inflicting upon the British soldier. Moreover, I did not forget to let the then sanitary corporal know that I had done over a year's Army sanitation and bacteriology with the Pharmaceutical Volunteer Training Corps. I was supposed to apply for "cresol" and "chloride of lime" to the quarters aforementioned, that was, always assuming I could not "win" them. We used a large amount of cresol, particularly while on the Asiago Plateau, as the huts had to be sprinkled with a 5 per cent. solution every day. During the period that "mountain fever" was so rife, an isolation camp was formed and all infected huts had to be sprayed with 1 per cent. formaldehyde solution. The men also had to douche their noses every day with permanganate solution, which was issued by the aid-post, where the medical orderly made it in a tea-dixie from "soloids." Now the sides of the dixie were usually fairly thickly coated with vegetable deposit from the tea, and the action of the permanganate can be imagined. In fact once I took a sample and let it deposit, and the liquid resulting was absolutely colourless, the whole permanganate having been reduced. Still, there is a lot of good done by faith, and perhaps it was fortunate it was so; the number of "soloids" put in sometimes would have almost cauterised anything that came in contact with the solution. The recovery of solder, mentioned by "Ex-Quartermaster," is particularly interesting, inasmuch as I had charge of the scheme. With the help of the Pioneers, we built an iron "flamingo's nest." Into this from the top were shot the bully-tins, etc., and a small fire lighted underneath. This was sufficient to set the fat in the tins alight, the heat melting the solder, which dropped through the grating on to the floor underneath. I then carefully washed it and handed it over to the Pioneers, who further purified it by melting it with fat and burning off the dross. There being no fuel other than fat, it would burn furiously one moment and be out the next; also, the draught being fierce, the bottom tins would cool and the solder would drop on to them and re-solidify. The remedy for all this was "petrol." Nevertheless, drawbacks or no, we salvaged 17½ lb. of solder in a week. This will show what an immense amount could have been saved had it been done from the first. I attended a school of sanitation at Centrale for a week's course. One humorous incident occurred: after a course of lectures, including technical discourses on staphylococci, ptomaine organisms, septic disposal of sewage, etc., it was found out, at the examination held at the end of the week, that one of the men could neither read nor write! A civilian would be astonished at the amount of rubbish a battalion could make, and this had to be collected and either burnt or buried. When the regiment moved the amount was often seven or eight times the ordinary quantity. When in Austria I had the whole of the rubbish of the Forces in one town to dispose of, and for this purpose built an incinerator. Some cottagers near by noticed this, and came over to see if they might sort the refuse. I allowed them to do so—they were virtually in a state of absolute starvation—and it was an education to see what was thrown away—toffee (from parcels), Bovril, Oxo cubes, cheese, bread, biscuits, and tobacco, to say nothing of the beer-bottles from the canteen. They collected over 1,000 of these latter, and

disposed of them at 20 kronen a hundred. I had the satisfaction of seeing one of the kiddies, a little girl of four or five, change from a mere skeleton to a bonnie little lassie, and all on what we had thrown away! A sanitary man's job was looked down upon by those who knew nothing about it, but was looked up to by those who were acquainted with the work; as for myself, I found it "not half bad."

No. 10835. (121/19.)

"Eno's" New Policy.

FEW of those who visited the highly original stand of J. C. Eno, Ltd., at the British Industries Fair (London), in February, were aware that this company of world-wide fame had never before taken space at an exhibition. It struck us at the time that the new departure was significant, and this impression was confirmed by a recent call at the well-equipped offices of the company, Blackfriars House, Ludgate Circus, E.C. 4. The building itself is one of the first in the City (perhaps the first) to be finished since the conclusion of hostilities, and Messrs. Eno installed themselves while workmen were still on the premises. In the course of a chat with Colonel Allhusen, C.M.G., D.S.O., the managing director, we gathered that the company decided to remove its clerical staff so that correspondence can be dealt with in the centre of business London, and also in order to enable the heads of departments to keep in close personal contact with their trade friends. In pursuance of the same policy, two new directorships have been created—one for the oversight of the sales and advertisement departments, and one for the reorganisation of the works, which remain at New Cross. We understand that the output of the works has been materially increased within the last few months by the application of modern methods and scientific management, thus enabling the company to meet the steadily increasing demand for their product. Modern business methods are, in every trade, largely concerned with two things—advertisement and the goodwill of the retailer; and in both these matters we found that Messrs. Eno are fully prepared with a considered plan of campaign. On and from April 16 (as will be seen in our advertisement columns), Eno's Fruit Salt is placed on the Proprietary Articles Trade Association list at a retail price of 3s. a bottle, with trade discounts on the scale favoured by the P.A.T.A. and special terms for window-displays. (The export prices are correspondingly modified.) New price-labels for use on existing stock are provided without charge. There seems to be no reason to doubt that the slight increase in price will be effected without any shock to the public; "Eno" has remained constant for fifty years, and recent advances in other trades—have not to mention the merchandise of other trades—have been much greater. Messrs. Eno are of opinion (and not without reason) that in making these changes they have considered the trade, and that, especially as the principle of a sliding scale of profit has been set up in the case of dispensing, their terms are not ungenerous. If the percentage of profit on a 3s. sale happens to be less than that on a 3d. sale, there are still material factors of time occupied, frequency of sale, and so forth, to be considered, especially if the higher-priced article is well known through advertisements. In the all-important question of advertising we learn that nothing is being left to chance. "Eno" is being advertised more extensively and more pointedly than at any other time in its history, space having been booked in leading papers for a long period. To say this is, in fact, less than the truth, for we were shown some new designs for show-cards that strike the eye and, in addition, possess "tone," "atmosphere," or whatever a painter might call it. The interesting point about advertising of this quality is that it links up the *réclame* in the newspaper or magazine with the show-card or window-display of the retailer, and thus the thing advertised effectually sells itself. In other words, Messrs. Eno have already investigated to some purpose the psychology—shall we call it?—of the public who buy Eno's Fruit Salt.

English and Welsh News.

The Editor would be obliged if subscribers would send him marked copies of newspapers containing items of interest for insertion in this or other news sections of the "C. & D."

Contracts.

The following tenders have been accepted by the bodies named:

Chester-le-Street Guardians.—Mr. G. A. Penrith, chemist and druggist, drugs.
Skipton Guardians.—Mr. W. H. Green, Ph.C., drugs and sundries.

Whitby Urban Council.—Mr. W. Ruff, chemist and druggist, and Mason's Drug Stores, Ltd., drugs, etc.

At a recent meeting of the Tunbridge Wells Town Council, the Health Committee reported a resolution that drugs and dressings should be ordered from wholesale firms. A discussion ensued, and it was finally decided to refer the matter back, in order to see if local chemists could supply at "reasonable wholesale rates."

Philip's "Standard" Retail Price List

The following are among the alterations and additions in the current issue of Philip's "Standard" Retail Price List: *Drugs*—Acid. citric, 10d. oz.; acid. tannic, 1s. 6d. oz.; ammon. chlor. pur., 3d. oz.; camph. flor., 1s. 11d. oz.; capsici pulv., No. 1, 4½d. oz.; iodoform. pulv., 11d. dr.; lini sem. opt., 1s. lb.; lin. saponis meth., 4½d. oz.; liq. bismuthi, 5d. oz.; mel boracis, 3d. oz.; menthol, 1s. 9d. dr.; methyl salicyl., 1s. 3d. oz.; ol. carbol., 1 in 20, 5d. oz.; ol. ricini opt., 3½d. oz.; pot. brom., 9d. oz.; pot. permang., 10d. oz.; syr. aurant., 4½d. oz.; tinct. benzoini co., 9d. oz.; tinct. senegæ, 1s. oz.; ung. ac. boric, 4d. oz.; zingib. pulv., No. 1, 4d. oz. *Packed Goods*—Cod-liver oil, 4-oz. bot., 1s. 4d.; 10-oz. bot., 2s. 10d.

The following note appears on the "Explanations" page: "Hitherto all calculations have been to the nearest ½d. up, and it was assumed that list users would make most of the resulting odd half-pennies into even pennies. At the request of many subscribers I will from now onwards, as corrections are made, make my calculations to the nearest 1d. up, for all calculations above 6d. and excepting grain and minim prices, thus avoiding such odd prices as 1s. 6½d., 2s. 0½d., and so on. These little adjustments will make very little difference to the actual percentage . . ." It is also announced that an allowance will be made to subscribers who have recently renewed their subscriptions at the old rate of 7s. 6d. per annum. Particulars of the special arrangement will be found in a circular letter enclosed in the list.

Birmingham.

Complaints concerning the quality of gummed labels are increasing.

Drapers in the city arcades are displaying all kinds of toilet-requisites in their windows.

An interesting display of chemical thermometers may be seen in a shop at the New Street end of Corporation Street.

The Birmingham Chamber of Commerce has decided to form a panel of translators of languages for the benefit of its members.

The local Pharmaceutical Association has formed a sub-committee to promote the candidature of Mr. H. O. Lloyd at the coming Council election. Subscriptions (limited to 10s. 6d.) are invited.

The man remanded, on March 31, on a charge of putting salt of lemon in his wife's tea (*C. & D.*, April 10, p. 54) has since been discharged. On analysis it was found that common salt had been used, and that the affair was intended as a practical joke.

Liverpool.

Mr. G. R. Tharratt, Ph.C., Myrtle Street, has removed his pharmacy to the opposite side of the street.

Evans Sons Lescher & Webb, Ltd., having considerably increased their warehousing space by recent purchases, have enlarged their office flooring in Hanover Street to meet the needs of the ever-growing staff.

A Government official has been to Liverpool to investigate the question of methylated-spirit drinking, and drastic steps are being taken to check the evil. In one case a methylated-spirit licence has been cancelled. A watchman who was recently certified as having died from alcoholism had, it appeared, been in the habit of consuming methylated spirit. He used to bring a lamp with him when he bought the spirit from a chemist; but, being suspected, he was no longer supplied at that pharmacy, and went elsewhere.

Arrangements for the British Pharmaceutical Conference in July are proceeding at an accelerated pace. The subscription-list exceeds 500%, but much more is being appealed for in order to make the Conference a record even at present prices of catering, printing, and motoring. Besides the Welsh run, an excursion to Southport is on the carpet. Mr. Harold Wyatt has been appointed chairman of the scientific committee, and Mr. J. H. Robinson chairman of the practice committee. The itinerary of the motor tour is to be as follows: *Out*—Rock Ferry, Brownborough, Eastham (Manchester Ship Canal entrance), Puddington, Queensferry, Mold, Ruthin, Cerrigy-Druidian (Birkenhead waterworks), Pentrevoelas, Bettws-y-coed. *Home*—Llanrwst, Talycafn, Llandudno Junction, Colwyn Bay, Abergele, Rhuddlan, Dyserth, Newmarket, Holywell, Queensferry, Rock Ferry. Distance out, fifty-seven miles; home, sixty-five miles. At Bettws-y-coed special catering in a marquee has been contracted for. The "sights," there are the "Fairy Glen," the "Swallow Falls," and the "Miners' Bridge."

Manchester.

A novel form of appeal is being issued on behalf of Manchester University. The document is drawn up in the form of a company prospectus, with an application-form for "bonds" enclosed. The "new capital" desired is 500,000%, and the appeal is worded in eloquent terms.

At Manchester Sessions, on April 12, sentence of ten months' hard labour was passed on Richard Lewis (56), mechanic, for being found in possession of six keys and certain implements of housebreaking on March 10. The evidence showed that on that date the prisoner was found on the premises of James Woolley, Sons & Co., Ltd., at Cheetham. Strapped round his body was a jemmy. A detective said that the prisoner had served three terms of imprisonment for selling opium without authority. Over 500% worth of opium disappeared from premises at which he was employed at Liverpool. He "specialised" in opium.

Dr. Harold B. Dixon contributes an interesting article to "The Manchester Guardian" of April 12 on the war-work of the chemical department of the University. After recording that Dr. Weizmann worked out in the laboratories a method for the fermentation of maize into acetone, and paying a tribute to Professor Lapworth for research connected with phenol, Dr. Dixon continues: "In one aspect of chemical activity there was always keen rivalry between the inorganic and the organic laboratories—who could, and did, make the densest smoke or the most poisonous clouds. Even experts differed in their judgment on them. We were, however, so successful in some of our unrehearsed efforts that we rehearsed them until we produced a 'very reliable article,' and offered it to the Government. Was it inhuman to feel a little amusement when our 'chemical cloud' was turned down by one war department as 'impracticable,' only to learn a year later that another department had adopted it; had, in fact, picked it up as an unconsidered trifle at the inventions' table, tried it, and found it 'practicable'?"

Sheffield.

Local chemists appear to be rather partial to Scarborough as a holiday resort.

The town trustees have refused to allot a space for the cultivation of medicinal plants. An appeal is to be made to the corporation parks committee.

About thirty students visited the Fir Vale Hospital recently. The party was shown the various wards and the x-ray and dispensing departments.

Dr. Small, on account of his new appointment, is unable to give his promised lecture before the Sheffield Pharmaceutical and Chemical Society. An open night is to take its place.

Miscellaneous.

POISON-LICENCE APPLICATION.—R. Hill, Caterham Valley, has applied to the Surrey County Council for a licence to sell horticultural poisons.

WINE-LICENCE GRANTED.—Mr. M. W. Tomlinson, chemist and druggist, Oxford Street, Burnley, has been granted a wine off-licence.

PATENT LICENCES.—The Public Trustee has granted to Perry & Co. (Bow), Ltd., licences to use the Messerschmitt hydrogen patents, 21,479/03, 12,242/12, 12,243/12, 17,690/13, 17,691/13, 17,692/13, 18,028/13, and 18,942/13.

FIRE.—An outbreak of fire occurred on April 9 at the pharmacy of Mr. G. A. Morris, chemist and druggist, 24 High Street, Rochester. The fire originated in a store at the rear of the shop. The damage, which was slight, is covered by insurance.

COCAINE CASE.—At Marlborough Street Police Court, London, on April 13, John F. Schumacher was sentenced to six months' hard labour, and Alfred Vacheron to two months' hard labour, for offences under Regulation 40a of the Defence of the Realm Act (*C. & D.*, April 3, p. 67). The charge against a third defendant was dismissed, and Vacheron was recommended for expulsion.

INQUEST.—An inquest was held at Exeter, on April 9, on the body of Mr. Enoch Heale (66), Alplington Street, a traveller for Stone & Son, Ltd., chemists and wholesale druggists, Fore Street. The evidence showed that the deceased, who had been depressed because he could not go to business, had hanged himself. The coroner recorded a verdict of "Suicide while of unsound mind." Mr. Heale leaves a widow and family.

ARSENICAL CONTAMINATION OF SUGAR.—A number of cases of irritant poisoning occurred recently at Haslemere, and have caused much alarm in the district. The cause has been traced to brown sugar, which, it is supposed, came in contact with the leakage from a tin of arsenical weed-killer in transit on the railway. About 40 lb. of the sugar had been sold before the facts were discovered by the medical authorities. The remainder has now been destroyed.

IN THE COURTS.—At Blackburn Quarter Sessions, on April 9, Joseph V. Rowe was sentenced to three months' hard labour for stealing harness belonging to Mr. C. M. Parkinson, chemist and druggist, King Street (*C. & D.*, January 17, p. 48).—At Nottingham, on April 10, Walter Adams and Francis Gillott, seamen, were remanded on a charge of breaking and entering into the shop of Boots, Ltd., Mansfield Road, and stealing goods therefrom. Other charges were preferred against the prisoners.—At Exeter, on April 12, an errand-boy was ordered to be birched for having stolen the sum of 14s. and various articles, the property of his employer, Mr. Frank Sloman, chemist and druggist.

INSOLUBILITY.—"Have you heard," asked a professor of philosophy of his friend, a professor of chemistry, "of poor B.'s death? He fell into the river, and so solved the problems of life." "But that is not a solution." "Why not?" "Because man is not soluble in water."—*La Domenica del Corriere*.

GERMAN REPARATION CHEMICALS.—Mr. John Perrett, chairman of the United States War Trade Board, who has sailed for Paris as representative of the Department of State, to make final arrangements regarding the allotment of medicinal chemicals which Germany has made available for the Allies, said before sailing that the amounts actually received by the United States would be much less than indicated by the list recently made public. The United States, he said, will receive only 50 per cent. of the allotment to the Allies, and it is reported that Mr. Perrett's mission is in part to see that these medicinal chemicals are not brought into America at extremely low prices.

Irish News.

The Pharmaceutical Society of Ireland.

The following is the pass list of the recently held Preliminary examination: Mary A. G. Hegan, Portadown, passed with Honours. The following also passed: Brigid M. M. Sweeney, Dublin; Wilfred Caskey, Coleraine; Andrew Maher, Templemore; Francis J. L. Regan, Belfast; Mary E. Bolger, Maryborough; Beatrice M. FitzGerald, Malahide; Francis Kelly, Borris; (Annie J. Foster, Belfast=Mary A. Starr, Mountrath); (Agnes Hogan, Fermoy=Eliza J. Loftus, Boyle); Mark D. Molony, Murroe; James V. Tobin, Thurles; (Bridget Ward, Ballinamallard=John J. Waldron, Tuam); Clarisse A. F. Crawley, Queenstown; Maurice P. Cronin, Maryborough; David C. Ryan, Pallasgreen; James G. McAviney, Portadown; Mary O'Clery, Dublin; Cornelius Barry, Kanturk; Timothy F. Hayes, Limerick; Annie R. Abernethy, Ballygawley; Violet J. Dagg, Dublin; Emily Heatrick, Latton, co. Monaghan. Twenty-four candidates were rejected.

Drugs and Surgical Appliances Contracts.

The following additional contracts have been declared (*C. & D.*, April 10, p. 55):

Union	Medicines	Surgical Appliances
Cavan ...	Clarke & Co., Ltd., 13½%	Sumner & Co., Ltd., 17½%
Clones ...	Sumner & Co., Ltd., 17½%	Boileau & Boyd, Ltd., 17½%
Loughrea ...	Boileau & Boyd, Ltd., 10½%	Boileau & Boyd, Ltd., 10½%
Newtownards	Clarke & Co., Ltd., 23%	Boileau & Boyd, Ltd., 13½%

The Cork Chemical and Drug Co., Ltd., have intimated to the Cashel Guardians that they had a letter from one of the Unions asking them to cancel any orders on hand as they cannot pay for any medicines under their contract if delivered after March 31. As they had orders from Cashel Union they would be glad to hear if the Guardians wished them to cancel same, and re-order from the new contractor. It was decided that requisitions not supplied should be returned, and medical officers will order from new contractors.

Brevities.

Mr. J. Tyrie Turner, Ph.C., The Pharmacy, Carrick-on-Suir, has been appointed people's churchwarden and treasurer at the Easter Vestry of St. Nicholas' Church, Carrick-on-Suir.

The dispute between the Gorey Employers' Federation and their employés, which resulted in a lock-out lasting seven weeks, has now been settled (*C. & D.*, March 13, p. 50). Conferences were held from time to time in the Medical Hall, Gorey, of which Mr. J. E. Cooke, Ph.C., is proprietor, and Mr. Cooke, who was a member of the Conciliation Board, took an active part in the negotiations.

Belfast.

Mr. I. W. Nicholl, Ph.C., has been appointed a Select Vestryman of Belfast Cathedral, and Mr. R. F. McCartney, Ph.C., a Select Vestryman of the Parish of Coleraine.

At Belfast Corporation meeting, recently, the Acting Medical Superintendent submitted from C. & J. Montgomery, chemists, Royal Avenue, Belfast, an account for 2l. 14s. 3d., for medical appliances which had not been forwarded for payment within the statutory period, and recommended that application be made to the Local Government Board for an extension of time. This was agreed to. A similar course was taken in the case of a late account for dispensing and drugs from R. Andrew & Co., chemists.

Dublin.

In the Dublin Police Court on April 8, before Mr. Lupton, K.C., Charles Blake, proprietor of Blake's Medical Stores, 67 Middle Abbey Street, attended to show

cause why certain alleged objectionable books which had been exhibited in his window should not be destroyed. After hearing evidence Mr. Lupton directed that the books and copies of a certain price-list should be destroyed. Notice of appeal was given, and pending the hearing the books and lists were directed to be retained in the custody of the police.

Scottish News.

Brevities.

Mr. A. M. Wood, chemist and druggist, Grangemouth, has acquired the business of James Baxter & Co., South Bridge Street.

Mr. James McNiven, chemist and druggist, Alexandria, has been re-elected President of the Vale of Leven Brewers' Association for the ensuing year.

Mr. W. Bruce, chemist and druggist, Larkhall, recently presided over a successful whist-drive and dance held in connection with the local merchants' association, of which he is President.

Mr. Joseph R. Milne, chemist and druggist, has acquired the business of the late Mr. James A. Gill, 49 Green, Aberdeen, which he has managed for the executrix for the past seven years.

Mr. F. Hart, chemist and druggist, who has been with Duncan, Flockhart & Co., Edinburgh, for nearly twenty years, is representing The Wm. Browning Co., Ltd., Camden Town, London, N.W.1, in Scotland.

Mr. J. J. Forbes, chemist and druggist, Perth, is the President-elect of the local rotary club, of which he has been a member since its inception. Mr. Forbes is also chairman of the Perthshire Pharmaceutical Committee.

Dundee.

Members of the local branch of the Scottish Pharmaceutical Federation held a meeting at Mather's Hotel on April 13, the business being "Assistants' demands for shorter hours."

A golfing match has been arranged for April 27 between Dundee and Glasgow chemists. It will be played at Monifieth. A return game will probably be played at Gleneagles, Perthshire.

Edinburgh.

Mr. G. H. C. Rowland, chemist and druggist, was responsible for the musical part of the programme at the recent quarterly meeting of the local branch of the Scottish Commercial Travellers' Association.

The Scottish Pharmaceutical Federation has formed a committee in order to organise a campaign among its members on behalf of the funds of the Royal Infirmary. Mr. K. J. C. MacLennan, chemist and druggist, 40 Queensferry Street, is the secretary.

Glasgow.

Dr. Williams's Pink Pills are now being sold here at 3s. a box.

The superintendent of the Botanic Gardens is now to be designated "Director," and the chief officer "Curator."

Efforts are being made to open a branch of the Glasgow Eye Dispensary in the proximity of the shipyards at Clydebank.

Mr. C. J. Kay, 59 Cecil Street, Hillhead, has been appointed Scottish representative of Burgoyne, Burbidge & Co., Ltd., East Ham, London, E.

The second annual competition of the Scottish Chemists' Bowling Association for the "Ayrton, Saunders" cup will be held here in June. The actual date will be announced later. All particulars may be obtained from the secretary, Mr. J. A. Cochrane, 279 Easter Road, Leith. Competitors are reminded that entries close on May 22, and anyone wishing to take part but unable to "fix up" a rink is requested to let Mr. Cochrane know.

French News.

(From the "C. & D." Paris Correspondent.)

M. FOSSE has been nominated Professor of Organic Chemistry at the Lille Faculty of Sciences.

M. HOLLAND has been appointed to the Chair of Natural History at the Nancy School of Pharmacy.

PHARMACIST OF ALGIERS FINED.—A pharmacist at Algiers who sold a tube of antidiphtheric serum at 6fr. (the price fixed by the Pasteur Institute being 3fr.) has been sentenced to a week's imprisonment and fined 300fr. by the local Courts.

THE SOCIETY OF BIOLOGICAL CHEMISTRY, which was founded in 1914, had scarcely completed its organisation when the outbreak of war suspended its development. It resumed its sittings in January, and monthly meetings are regularly held. It also publishes a "Bulletin" containing original contributions, as well as reports of the lectures delivered at the meetings.

PHARMACY'S SUPER-MEN.—The last list of scholarships at the various schools of pharmacy contains a notable proportion of ladies' names. Except at Lyons, Bordeaux, and Toulouse (and these three towns only represent four scholarships), the feminine clement figures on every list. Two out of nine Parisian scholarships, three out of five at Lille, and the only scholarship at Montpellier, are taken by ladies.

THE EIGHT HOURS ACT may, if applied to pharmacy, prevent the employment of assistants, but it apparently leaves the "one-man business" to keep open shop as long as he pleases. To prevent abuses, a common understanding and agreement is felt to be necessary. The system by which compulsory closing voted by two-thirds or three-quarters of the tradesmen of a given locality should have legal effect is in general favour.

THE VALUE OF CHLOROPICRIN.—Professor Gabriel Bertrand's idea of using the surplus war stocks of chloropicrin as disinfectants and insecticides had its practical application during a recent slight outbreak of typhus among war refugees in Paris. Garments and mattresses were placed in an oven heated to 45° C., and containing 20 c.c. of chloropicrin per cubic metre of air (1 in 50,000). Twenty minutes in this atmosphere sufficed to destroy lice without injuring the apparel.

THE WATCH ON NARCOTICS.—The Prefect of Police has notified the Director of Schools of Pharmacy that it is illegal for manufacturers of narcotic drugs to post samples to medical men, etc., and such preparations should be procured exclusively through local pharmacists. The pharmacist is called upon by the authorities to keep a complete record of such sales, and evidently the object of the legislator in imposing this obligation upon him would be defeated if any doctor could obtain such articles direct, and without any record of his transaction.

SANITARY SERVICE.—The temporary recruitment of the French Military Sanitary Service between the date of the cessation of hostilities and the time when the service will be definitely reorganised on a peace footing has been provided for by a short Act, recently promulgated. Pharmacists of the Reserve and Territorial Forces may, for two years following the date of cessation of hostilities, engage for periods of "instruction," receiving the usual rates of pay. The duration of the periods will be fixed by the authorities "according to the needs of the Service and the limits of the Budget."

BROMINE FROM TUNIS.—The bromine used in France before the war came principally from Germany's Stassfurt mines, and from the United States. The large quantities required during the war induced the French to seek supplies nearer home, and the Tunisian factories of El Halèche and Ain-es-Serah were producing, about a year ago, 80 tons per month. A scientific mission sent out in 1915 decided the authorities to choose the Sebkhah el Melah, a dried-up salt lake on the Tunisian coast. Underneath the saline deposit the waters (27.3° Baumé) contained a quantity of bromine equal to salt marshes indicated as

30° Baumé. Concentrated by exposure to the sun, they gave 8 kilos. (about 19 lb.) of bromine per cubic metre.

AN ALSACE-LORRAINE PROBLEM.—In addition to the pharmacist, who holds the monopoly of the sale of remedies and of making up prescriptions, Germany possesses a class of shops known as *Drogerien*, many of which are owned by qualified pharmacists, unable to invest the necessary capital required for the purchase of a pharmacy. These drug-stores, which sell many articles supplied by grocers and oil-shops, are also permitted to deal in a limited number of popular remedies. About fifty businesses of this class are carried on in Alsace-Lorraine, and French pharmaceutical students do not view with a kindly eye this form of competition. It is now proposed to close these businesses; owners who are qualified pharmacists of Alsatian nationality will be indemnified with a pharmacy hitherto belonging to a German.

TRIBUTES TO PHARMACISTS.—It is unusual for a British pharmacist, and especially a British military pharmacist, to be mentioned in a French speech, but as the report of the recent general meeting of the French General Association of Pharmacists shows, a tribute was paid to the work of the late Lieut.-Colonel Harrison as follows:

We merely wish to remind you that, as proposed by M. Eugène Prothière, we have decided to erect anew at Montdidier the statue of the founder of military pharmacy—Parmentier. This statue will proclaim to doubters what mobilised pharmacists have done. In France, as well as in Allied countries, they have rendered eminent services. Take, for example, Edward Frank Harrison, English pharmacist, who, volunteering at the age of forty-five, was promoted corporal and set to study poisonous gases. He died, a week before the Armistice, with the rank of lieutenant-colonel (he had been recommended for promotion as brigadier-general), and had received, besides the highest honours of his own country, our own Legion of Honour.

STUDENTS' ESSAYS.—M. Lahache's article on the essays or theses presented by students at the three Superior Schools of Pharmacy, although written before the war, is an interesting indication of the trend of modern science. He deals with the subject from 1860, and divides the intervening years, for purposes of comparison, into three periods: (1) 1860-79, (2) 1880-99, (3) 1900-13. During the first period, 23 per cent. of the theses were on botanical subjects, this rose to 30 per cent. during the second epoch, but fell to 18 per cent. after 1900. Inorganic chemistry shows an even greater diminution. Organic chemistry shows steady progress. The study of alkaloids proved especially attractive, some 20 per cent. of the papers being on this subject. Hydrology (drinking-water, mineral-waters), is another increasingly favoured branch. The five theses of the first period increased to seventeen in 1880-99 and to forty between 1900 and 1913. General hygiene, alimentary chemistry, are increasingly popular. Milk was the subject of six theses in 1860-79, eight in 1880-99, sixteen in 1900-13. Food analysis and the detection of adulteration appeal strongly to the modern scientist as to the modern public. Biological and physiological chemistry only account for 7 per cent. of the recent theses, and urology, once represented by 2½ per cent., now forms the subject of 4½ per cent. of the theses presented. Bacteriology hardly existed till 1890. In late years sixteen theses (or 3 per cent.) have been based on this study. Materia medica and galenical pharmacy are steady, since 1860 the proportion merely varies from 13½ per cent. to 15 per cent. The older medicaments are studied less frequently, but opium, cinchona, cod-liver oil, the preparation of medicinal oils, syrups, and extracts, still attract attention. Tablets, injections, serotherapy and opotherapy are newer developments. The theses on the last-named subject only date from 1900, and are seven in number, but cover the active principles of the suprarenal and thyroid glands, and the pancreatic, biliary, hepatic, mammary, ovarian, and placental extracts, preparation, etc., etc. The general tendency is towards a diminution of theses on pure science and an increased attention to practical and immediate results. M. Lahache terminates his notes with Professor Richet's dictum, "It is by pure science, and by this alone, that practical results are achieved."

Colonial and Foreign News

AUSTRIAN DRUG HOUSES AMALGAMATE.—Two of the most important wholesale drug houses of Austria, G. & R. Fritz-Petzoldt & Süss, and Philipp Röder-Bruno Raabe, are combining, and the former firm proposes to increase its share capital from 3,750,000 to 15,000,000 crowns. The new shares will be exchanged for a similar number of shares of the latter house.

JUGO-SLAV CHEMICAL FACTORY.—A committee has been formed in Prague to establish a factory in Jugo-Slavia for the manufacture of chemical pharmaceutical preparations. The new factory will shortly be erected in Karlstadt, near Zagreb (Agram), and will be managed by the Medica company in Prague. The capital of the new undertaking will amount to 20,000,000 cr., of which 40 per cent. will be contributed by the Czecho-Slovak, and the remaining 60 per cent. by the Jugo-Slavian shareholders.

EXPORT LICENSEES.—The new Hungarian Government recently introduced fresh regulations requiring all firms and persons dealing in drugs to be registered, and forbidding exportation. A new decree grants a licence for exporting drugs to the following Hungarian firms: The Hungarian Drug Co., Nandor Neruda, Johann Kotanyi, Friedr. Detsinyi Successors, M. & K. Klein, Moritz Memer, Weitzenfeld & Son, John G. Nadler, J. Ranzenhofner, Josef Szeremi, Artur Fürst, J. Neufeld (Budapest), Adalbert Diamand (Szegedin), Drogen-Handels A.G. (Debreczin), and Ignaz Herzog's Sons (Tab).

FIXED PROFITS IN ITALY.—The Association of Manufacturers of Medicinal Specialities in Italy has decided to grant a fixed profit of 25 to 30 per cent. on the sale price to pharmacists on their specialities, provided that the pharmacists, through the pharmaceutical associations, give guarantees that the sale prices established by the manufacturers will be strictly adhered to, and that no substitution will take place. It was also decided to allow a rebate of 7 to 12 per cent. to the wholesalers, the amount depending upon whether the wholesaler has to bear the cost of freight and packing.

REORGANISATION OF SWEDISH PHARMACY.—The Swedish Apoteks Kommitte, which was appointed by the Government in 1912 to consider the pharmacy system throughout Sweden, has now presented its report. In the opinion of the committee, the system of personal concession should be maintained, with compulsory retirement at a certain age, or before reaching this age in the event of constant incapacity. A comprehensive proposal is made for the establishment of twenty-two new pharmacies in addition to the pharmacies which will be added by the promotion into independent pharmacies of branches and drug-stores. The committee proposes the establishment of communal medicine-stores in those localities which could not support an independent pharmacy, and 191 places are estimated in this connection. The committee investigated the prices of drugs and chemicals in different countries, and the conclusion reached is that the prices of medicines are lower, as a rule, in Sweden than in other countries, with the exception of Denmark. If a central dépôt for pharmaceutical supplies were to be established by or at the request of the Government, it is considered that the obligation should be placed upon the pharmacies to make their purchases of medicines at this institution. The committee suggests that pharmacists becoming incapable of rendering further services should be pensioned. With regard to labour questions, it is proposed that wages should be settled periodically by collective agreement, and these should consist of a basic wage and increments for qualified men after four, seven, ten, fourteen, eighteen, and twenty-two years of service, and for other assistants after ten and fifteen years. The cost of the increments is to be defrayed out of a common fund to be formed by the imposition of taxes on pharmacies. The pensionable age is fixed at sixty-seven, with thirty-five years of service, for male assistants, and at sixty, with thirty years of service, for women assistants; and the pensions range from 1,200kr. to 3,600kr. per annum.

German News.

THE PEACE TREATY REQUIREMENTS.—To comply with the terms of the peace treaty, requiring the surrender of 50 per cent. of the available stock of synthetic drugs, the German Government issued a circular requesting a declaration of the amounts of synthetic pharmaceutical products, cinchona bark, and quinine salts in stock on September 20, 1919. The owner also was required to store carefully one-half of the total quantities of these products, and to hold these amounts at the disposal of the Government (*C. & D.*, April 3, p. 74).

A POOR ILLUMINANT.—In order to assure the supply of denatured alcohol for use as an illuminant for the poorer section of the German people, the system of rationing by cards will be retained. The price is now fixed at 1.50m. for a bottle of 1 litre. Hairdressers are allowed to obtain 5 litres monthly; other industrial undertakings and workmen requiring denatured alcohol for their trade will be granted permits to purchase 10 litres. The quantity to be supplied to the population has been increased by 50 per cent.

GERMAN SOAPS AND PERFUMERY.—The Association of German Soap and Perfumery Manufacturers calls attention to the fact that the spirit used for mouth and hair washes and for eau-de-Cologne cost 361m. per hectolitre, including the Excise duty, in September 1917, and 1,051m. in September 1919, but from October 1, 1919, the Monopoly raised the price to 2,200m., which was 1,839m. per hectolitre more than in 1917. The Association states that, in view of the excessive price of spirit, the consumption of perfumes must fall to a small fraction of the present rate.

HIGHER WAGES FOR PHARMACISTS.—An advertisement in a recent issue of the "Pharm. Zeitung" offers for a qualified assistant a salary of 7,200 mk. (nominally 360%). Five years ago a salary of 120% would have been considered a good rate of pay. For Pomerania the following official scale of monthly salaries for pharmaceutical assistants has been introduced, to continue in force until March 31, 1920:

	Town. Marks	Country. Marks
Unqualified assistants ...	390 (400)	290 (300)
Assistants (qualified less than five years) ...	540 (555)	440 (450)
Assistants (over five years) ...	570 (585)	470 (500)

If the charges for manipulations are increased in the new drug tariff, salaries will be increased to the figures given in brackets. The sum of 200 mk. is deducted if board and lodging are provided. A locum tenens will receive 15 mk. a day, for a period up to six days, inclusive of free board and lodging and free travel second class.

GERMAN CHEMICAL INDUSTRY.—At the general meeting of the Association for Safeguarding the Interests of the German Chemical Industry recently held in Berlin under the presidency of Professor Duisberg, the conditions and prospects under which the industry is working were described as "very gloomy." Like most industries, there is a lack of raw materials, especially coal, which was not only required as a source of heat, but for distillation purposes, and the supplies were quite inadequate. Moreover, the coal with which the industry is supplied is very inferior. Owing to the railway and labour difficulties, a number of works in West Germany are either entirely or in part idle, among them being the works of Leopold Cassella & Co., Griesheim-Elektron, the Waldorf Works, Mannheim Chemical Works, the Höchst Dye Works, and the Wiehl Soda Works, while the Leverkusen Dye Works are leading a hand-to-mouth existence. There was an enormous demand for chemical products throughout the world, but apart from the above-stated difficulties Germany's development was also hampered by the Peace conditions, under which she is deprived of 50 per cent. of her present stocks and 25 per cent. of her annual production up to 1925. In England, France, and America, import prohibitions and special duties on German chemicals are in force.

The Profiteering Act.

Notes.

A DOCTOR'S DEAL.

Writing to "The Daily Telegraph" of April 14, Sir Henry Morris, Bart., M.B., F.R.C.S., argues that "profiteering is, to a great extent, a result of high wages and high salaries, as well as being a subsidiary cause of high prices," and urges the public to "forgo purchasing things which are obviously being sold at profiteering prices." He goes on to give the following illustration:

The price lately asked for a certain shaving-cream, sold in collapsible tubes at 10d. a tube before the war, has been 1s. 3d., and the tubes, moreover, have been only partly filled. I refused to buy. But one day, finding that the price asked in another store was a penny or two less, I went back to the place where for years previously I had bought this cream and I demanded and obtained it at the price it was offered to me at the stores referred to. Sir Henry concludes his letter with a reminder that it is the duty of Labour to bear its fair share of the after-consequences of the war.

A BYNOGEN INQUIRY.

At a recent sitting of the Acton Profiteering Committee, the clerk reported that the case of alleged profiteering by "the wholesale trader or manufacturer" in the sale of Bynogen had been considered by the Board of Trade, in accordance with the Committee's request. The Controller of the Profiteering Act Department had now written, stating that the case had been before the Fixed Retail Prices Sub-Committee of the Central Committee, and that this body had decided that they could not take action in specified cases. The case was, the letter continued, then brought before the Investigation of Prices Committee, who decided that, in view of the fact that the retailer received a discount of 25 per cent. and the wholesaler 12½ per cent., and as the cost of materials, labour, and overhead charges (made up for the greater part of advertising and sampling costs) was considerable, no action should be taken in the matter.

Complaints.

EASTBOURNE.—At the sitting of the Profiteering Committee on April 8, a complaint against a firm who were stated to have charged 14s. 6d. for an elastic stocking sold elsewhere for 10s. 6d. was dismissed.

SOUTHWARK.—At the sitting of the Profiteering Committee on April 12, Mr. W. Banbury, chemist and druggist, 73 Newington Butts, S.E., was the respondent in a complaint of having charged 3d. for a "packet" of potassium permanganate. The town clerk informed the Committee that he had received a letter from the respondent on the previous Saturday, stating that he was ill, but would endeavour to be present. Respondent, however, was unable to be present. The complainant stated that he purchased a packet of permanganate of potash at the respondent's shop. He asked for about threepennyworth, and the respondent handed him a packet now produced. He bought the same article immediately afterwards at Messrs. Boots' shop in Walworth Road. On inquiring the price, he was informed that the present rate was 7d. per oz. The town clerk stated that the packet of permanganate of potash which the complainant said he purchased at the shop of the respondent did not weigh ½ oz. without the paper. The actual weight was 53 grains. The chairman announced that the further hearing must be adjourned to give the respondent an opportunity of offering an explanation. The complainant thereupon said his time was very important, and asked to be relieved from attending the adjourned hearing. That course was adopted. As the complainant left he remarked that the potash had cost him 3d., but he hoped the case would cost the respondent "300 quids."

CANADIAN ARSENIC.—During 1919 the production of white arsenic and arsenical ore in Canada amounted to 3,192 tons, valued at \$508,770.

Poisonings.

SINCE our last report, the following cases of fatal poisoning have been notified:

The inquest at Southwark on Edward White, referred to in our last issue (p. 54), resulted in a verdict of "Suicide while of unsound mind" on April 10.

An inquest was held at Handsworth, Birmingham, on April 12, on the body of Dorothy I. Hodgson. Medical evidence showed that the symptoms observed in the case were consistent with potassium-cyanide poisoning. An assistant to Mr. W. Izon, chemist and druggist, 107 Hockley Hill, said that Miss Hodgson came to the shop on April 8 and asked for some cyanide, saying it was for her brother for photographic purposes. Asked "What cyanide?" the young woman went away, presumably to ascertain. She came again on Friday, and said it was cyanide of potassium she required. Witness served some, and Miss Hodgson signed the book and went away. A verdict of "Suicide" was recorded.

At Southport, recently, an inquest was held on the body of Mr. Samuel H. Walker, the managing director of an engineering company. Medical evidence showed that death was due to poisoning. Mr. Harold Oldroyd, merchant, stated that he met the deceased for the first time on April 4 on the golf links. They talked of neuritis, and deceased told him he had heard that "bi-something of potash and Glauber's salt" was a good thing. Witness did not remember quite what kind of potash it was. Mr. Harry Hill, assistant with Mr. Charles Hare, chemist and druggist, Liverpool Road, Birkdale, said that on April 4 a gentleman, whom he believed to be Mr. Walker, came into the shop and asked for ¼ lb. of bichromate of potash and ½ lb. of Glauber's salt. Witness supplied him, and labelled the potash with its name and the word "Poison." The gentleman did not say for what purpose he required it, and witness thought he was going to charge a battery. Witness did not know the deceased, but he appeared to be a man of education, and witness thought he knew all about it. In reply to the coroner, witness said that ½ gr. of bichromate of potash was a recognised dose. There was no legal obligation to put "Poison" on the label. Witness was quite certain that deceased asked for bichromate of potash, and not bi-carbonate of potash. The coroner recorded a verdict of "Death from misadventure." He said he was convinced Mr. Walker had asked for bichromate of potash, and attached no blame to anyone.

Bankruptcy Report.

Re William Robert Scott, 139 Denton Street, Carlisle, chemist and druggist.—An application for the discharge from bankruptcy of the above debtor was made on April 9 at the Court House, Carlisle, before his Honour Judge Taylor. The Official Receiver (Mr. Kighley J. Hough) stated that the receiving order was made on the debtor's own petition. The debts had now been paid in full. On the death of debtor's mother 3,000l. came to him in connection with some property, and this fact was kept from him (the Official Receiver) for some months. The debtor's offences under the Act were that he failed to keep proper books, traded after knowing himself to be in financial difficulties, contracted debts at the bank without having any reasonable grounds for payment, and failed to deliver up the proceeds of the property mentioned. He (the debtor) had had dealings with moneylenders, who had been paid in full. Mr. Saul, for the debtor, apologised for his client's omissions under the Act. Debtor had no full knowledge of his mother's affairs, and had no intention to defraud. His Honour said it was quite clear that the debtor's position had been brought about by his having resorted to moneylenders. He granted the discharge, but as he had not disclosed for a considerable time that he had received money on the death of his mother the discharge would be suspended for three months.

New Companies and Company News.

P.C. means Private Company and R.O. Registered Office.

DENTALITIES, LTD. (P.C.).—Capital, 5,000/. Objects: To carry on the business of manufacturers of and dealers in dental, chemical, surgical, and optical instruments, etc., and to adopt an agreement with H. M. Slott. R.O.: 355 Oxford Street, London, W.

HOLIDAYS, CASH CHEMISTS, LTD. (P.C.).—Capital, 2,000/. Objects: To take over the business of a retail chemist and druggist carried on by T. W. Holiday at 33 Claypath, Durham. The first directors are: T. W. Holiday, 1 Leazes Place, Durham (permanent), and N. Jackson, 67 Grange Road, Thornaby-on-Tees. R.O.: 33 Claypath, Durham.

LONDON FINE CHEMICALS, LTD. (P.C.).—Capital, 6,000/. Objects: To adopt an agreement with Coley & Wilbraham, Ltd., for the acquisition of certain chemical processes and plant, and to carry on the business of manufacturing chemists, druggists, drysalts, oil and colour men, etc. The first directors are not named. R.O.: 53 Doughty Street, London, W.C.

FRED COCKROFT, LTD. (P.C.).—Capital, 20,000/. Objects: To take over the business of a manufacturing chemist and bakers' and confectioners' sundriesman carried on by F. Cockroft at 32 Park Place, Leeds, as the "Crown Chemical Co." The first directors are: F. Cockroft, Newport House, Headingley, Leeds, manufacturing chemist, H. F. Cockroft, and C. Cockroft.

H. E. COOPER & Co. (1919), LTD. (P.C.).—Capital, 1,200/. Objects: To take over the business of H. E. Cooper & Co., Ltd., carried on at 17 Southampton Street, Fitzroy Square W.1, and to carry on the business of manufacturers of and dealers in anatomical, orthopaedic, and surgical instruments of all kinds, etc. R.O.: 17 Southampton Street, Fitzroy Square, London, W.1.

TYNESIDE PURE PRODUCTS Co., LTD. (P.C.).—Capital, 300,000/. Objects: To carry on business as produce manufacturers and manufacturing chemists, and, if thought fit, to acquire the business of a produce manufacturer carried on by J. West, at 76 Charlotte Street, North Shields, and at 13 Shakespeare Street, Newcastle-on-Tyne. R.O.: 26 Mosley Street, Newcastle-on-Tyne.

LYSLE EXPORT AND IMPORT Co., LTD. (P.C.).—Capital, 20,000/. Objects: To take over the business of exporters, importers, manufacturers of, agents and general dealers in, perfumes and toilet and other chemical or medicinal preparations carried on by J. de Lysle at 25 Cross Street, Hatton Garden, E.C., as the "Lysle Export and Import Co." R.O.: 9 Gamage Buildings, Holborn, London, E.C.

HANCOCK, WRIGHT & Co., LTD. (P.C.).—Capital, 5,000/. Objects: To take over the business of Hancock, Wright & Co., and to carry on the business of manufacturers of and agents for chemicals, drugs, minerals, manures, and fertilisers, etc. The first directors are: H. H. Hancock, 1 Spencer Park, S.W. 18, and S. J. Stafford, 18 Penford Street, Camberwell, S.E. 5. R.O.: 106 High Street, Battersea.

TATE & JACKSON, LTD. (P.C.).—Capital, 5,000/. Objects: To carry on the business of canine specialists, manufacturers of "Meatos" food for dogs and poultry, "Antitoxo" for cows, and "No. 99 et Salvequino" for horses, etc., and to acquire the business carried on at 11 Lincoln Avenue, Bournemouth, as "Captain Tate," and to enter into an agreement with H. W. Tate and W. R. Jackson.

LUDGATE CHEMICAL MANUFACTURING Co., LTD. (P.C.).—Capital, 500/. Objects: To carry on the business of manufacturing, industrial, technical, analytical, and pharmaceutical chemists, chemists' and druggists' sundriesmen, druggists, drysalts, oil and colourmen, etc. The first directors are: L. W. and H. M. Soar, 23 Romola Road, Herne Hill, S.E. R.O.: 5 Wine Office Court, Fleet Street, London, E.C.

WESTERN LABORATORIES, LTD. (P.C.).—Capital, 1,000/. Objects: To carry on the business of manufac-

turers of and dealers in celluloid and kindred preparations, chemists, druggists etc. The first directors are: E. E. and E. H. Feather, 11 Coniston Road, Muswell Hill, N. 10, and H. Hoggard, 66 Herbert Road, Plumstead, S.E. 18. R.O.: 11 Hanbury Road, Acton, London, W. 3.

MUSCUM, LTD. (P.C.).—Capital, 5,000/. Objects: To take over the business carried on by G. F. Mitchell as "Muscum," and to carry on the business of toilet specialists and agents, etc. The first directors are: D. A. B. Sim, N. Mitchell, J. M. Chrystie, 472A Union Street, Aberdeen; W. A. Low, 4 Braemar Place, Aberdeen; and G. F. Mitchell, 63 Cromwell Road Aberdeen. R.O.: 173A Union Street, Aberdeen.

B. BURROW & Co., LTD. (P.C.).—Capital, 1,000/. Objects: To carry on the business of wholesale and retail chemists (including heavy and light chemicals), druggists, druggists' sundriesmen, grocers, oil and colourmen, etc. The first directors are: B. Burrow, 29 Dixon Lane, Wortley, Leeds; A. S. Haigh, Hillside, Wesley Lane, Armley, Leeds; W. Hall, Thornhill House, Upper Wortley, Leeds; and G. F. Tetley, The Bungalow, Churchwell, Leeds. R.O.: "The Brick Works," Geldard Road, Leeds.

NATIONAL DENTAL SUPPLY Co., LTD.—Capital, 20,000/. Objects: To carry on the business of manufacturers of and dealers in dental, scientific, chemical, surgical, medical, optical, and other instruments, etc. The first directors are: J. A. Seddon, C.H., M.P., 12 Woodberry Gardens, N. 12; M. W. W. Curtis, M.R.C.S., L.R.C.P., 5 Campden House Terrace, Kensington, W.; H. W. Sage, 112 Dalling Road, Hammersmith, W. 6; and Captain W. T. Bardsly-Cragg, 329 High Street North, Manor Park, E. 12. R.O.: 54-55 Carnaby Street, Oxford Circus, London, W.

BENZOL AND BY-PRODUCTS, LTD. (P.C.).—Capital, 700,000/. Objects: To take over the businesses known as Grigglesstone Colliery Coke Oven and By-Products Works, and Mitcham Benzol Refinery, to carry on the business of drysalts and manufacturers, distillers, and merchants of tar, oil, benzol, and other products, chemists, druggists, manufacturers of and dealers in chemical preparations, shipowners, etc. The first directors are: Sir Hy. O. Bax-Ironside, K.C.M.G., 23 Grosvenor Place, S.W. 1; Rt. Hon. Earl of Drogheda, C.M.G., 40 Wilton Crescent, S.W. 1; A. A. Roberts, F.C.S., F.G.S., 17 Victoria Street, S.W. 1; A. S. Shrapnell-Smith, C.B., F.C.S., Hound House, Shere, Surrey; and E. C. Fairweather, Avisford Park, Sussex, landed proprietor. Solicitors: Clifford, Turner & Hopton, 80 Finsbury Pavement, London, E.C.

PARKE'S DRUG STORES, LTD., announce the payment of dividend on the preference shares for the half-year ended March 31, 1920, at the rate of 6 per cent. per annum, less income-tax.

COLEMAN & Co., LTD.—Mr. G. H. Roberts, M.P., and Lord Cranworth, M.C., have recently joined the board of directors of Coleman & Co., Ltd., Wincarnis Works, Norwich. Mr. Roberts was with the firm for twelve years prior to entering upon his political career. The complete list of directors is now as follows: Mr. J. W. Sewell (chairman), Major G. J. Buxton, Mr. W. B. Girling, Mr. W. Rudderham (managing director), Lord Cranworth, and Mr. G. H. Roberts, M.P. The company has within the last few months acquired the business of Snelling & Sons, Ltd., manufacturers of the Tristella brand of shredded suet.

Gazette.

Partnership Dissolved.

BECK, J. W., GOGGS, H. J., and SAYLE, E., 115 High Street, Huntingdon, chemists, carrying on business as chemists and druggists and mineral-water manufacturers, under the style of Beck & Goggs.

The Manufacture of Health Salts.

HEALTH salts have been much used during the last few decades, not only for pharmaceutical or medical purposes as purgatives, but also for the production of effervescing liquids imitating soda-water, lemon-juice, Vichy water, etc. For this reason there are two varieties in commerce at present, the one destined for use as a purgative and the other intended for preparing a refreshing draught in hot weather. Both products are to be found on the market in powder form, in granulated form, and in the form of small tablets. It will therefore interest *C. & D.* readers to know how such products are produced on an industrial scale.

PURGATIVE HEALTH SALTS.

This form of granulated health salts is largely produced, especially on the Continent, for pharmaceutical purposes, and is made from a formula such as the following:

Tartaric acid (in powder) ...	25 parts
Sodium bicarbonate (in fine powder) ...	25 parts
Sugar, finely powdered ...	30 parts
Magnesium sulphate ...	10 to 20 parts
Thick liquid glucose (free from arsenic) ...	10 parts

The powders are dried as much as possible, and are mixed together in a special mixer, where they are later made up into a paste with the warmed-up glucose. The paste thus obtained is made to pass through a copper sieve so as to form granules, and these are dried in an oven at a temperature of from 60° to 80° C. When the mixture has thus been dried (losing generally as much as 8 per cent. of moisture), it is again passed through a sieve so as to free it from powder, and on the granules is sprinkled a little oil of lemon or orange that has been dissolved in a little alcohol. At this point the granules should be placed in well-closed glass bottles. In some cases the product is transformed on special machines into short narrow sticks resembling certain sweets that have a gritty surface. These sticks are in some countries sold as "Effervescent Magnesia." For various reasons the product has the defect of easily absorbing moisture from the air. With a view of overcoming this defect, it is advisable to substitute a thick syrup of sugar and water in place of the glucose.

EFFERVESCENT CITRATE OF MAGNESIA.

Another form of health salts is often sold under the name of "Effervescent Citrate of Magnesia." This is a mild purgative, made up more or less as follows:

Magnesium carbonate ...	5 parts
Citric acid ...	15 parts

Make into a paste with as little water as possible, and dry in the air. This is powdered, and is mixed with:

Sodium bicarbonate ...	16 parts
Citric acid ...	8 parts
Sugar, finely powdered ...	4 parts

To the mixture a little alcohol is added, and the powder slightly granulated.

When a teaspoonful of this salt is added to a glass of water an abundant development of carbonic acid takes place.

PURGATIVE HEALTH SALTS.

Cheap Form.

For producing a cheap form of purgative health salts a granulated powder is made as follows:

Tartaric acid, powdered ...	20 parts
Sodium bicarbonate ...	20 parts
Sugar, finely powdered ...	40 parts
Sodium sulphate, in powder ...	10 to 20 parts
Liquid glucose (free from arsenic) ...	10 parts

BEVERAGE SALINES.

There are several brands of saline on the market which are intended merely as refreshing beverages for use in summer. In the more expensive kinds citric acid alone or mixed with tartaric acid is used, with sodium bicarbonate and sugar. The cheaper products contain no citric acid whatever, and a good proportion of sugar as a diluting agent. A cheap product of this type can be made from the following:

Tartaric acid, powdered ...	12 parts
Sodium bicarbonate, powdered ...	10 parts
Sugar, finely powdered ...	75 parts

The mixture is placed just as it is in tins holding 2 oz., 4 oz., and 8 oz.

OTHER FORMS OF SALINE.

Besides the above forms of health salts, there are other varieties intended to render the product more simple and attractive. The writer has seen health salts made up in the form of round, square, or triangular pastilles, several of which were contained in small glass bottles or celluloid tubes. For producing these the dry ingredients are simply mixed together in a revolving cylinder with a binding agent such as glucose, and are strongly pressed into shape in a special machine. Sometimes a little gum is added to bind the pastilles together better, although this is not necessary where proper apparatus is used. It is an advantage to make the pastilles of a size sufficient to produce a beverage with a tumbler of water, distinguishing the varieties purgative and refreshing on the label. These are sold in hermetically sealed round or square paper or cardboard tubes. Further novelty could be introduced by giving the pastilles different colours according to the flavour, and by perforating them. The manufacture of salines is not often carried on on a small scale, but more usually in works, where tons of the product are made daily.

Coming Events.

Friday, April 16.

Photographic Fair, Horticultural Hall, Westminster, London, S.W. Open from 11 A.M. to 9 P.M., weekdays, until April 24. Admission 1s. 6d.

Sunday, April 18.

Amalgamated Society of Pharmacists, Drug and Chemical Workers, Wigmore Hall, Wigmore Street, London, W.1, at 7.30 P.M. Dr. J. Stanley White on "The Nature and Uses of Biological Products."

Tuesday, April 20.

Ealing Pharmacists' Association, Ealing Town Hall, at 8.30 P.M. Dr. J. Stanley White on "The Nature and Use of Biological Products."

Glasgow Pharmacy Athletic Club (Musical Section), Berkeley Hall, Concert and dramatic entertainment at 7.30 P.M. Tickets 1s. 6d. each.

Wednesday, April 21.

National Association of Chemists' Assistants (Manchester Branch), Clarion Café, 50A Market Street, at 8 P.M. Annual meeting.

South-West London Chemists' Association, the Progressive Pharmacy Club, Arundel Hotel, London, W.C.1, at 8.30 P.M. London candidates for the Pharmaceutical Council election have been invited to address the meeting. Members of other associations are invited.

Devon Pharmaceutical Association, Rougemont Hotel, Exeter. Meeting at 5 P.M., and dinner, jointly with the Exeter Pharmacists' Association, at 7 P.M. Tickets (8s. 6d. each) from the Hon. Secretaries, 190 Fore Street, Exeter.

Rexall Chemists, Grand Hotel, Charing Cross, Glasgow, at 2 P.M. Address by Mr. Louis K. Liggett.

Thursday, April 22.

Association of Women Pharmacists (London Group), Dr. Williams's Library, Gordon Square, London, W.C.1, at 7.30 P.M. Annual meeting. Election of delegates to the National Association.

LIVERPOOL CHEMISTS' ASSOCIATION.—The annual smoking concert in aid of the Benevolent Fund of the Pharmaceutical Society will be held in the large ball-room, Midland Adelphi Hotel, at 7 P.M., on April 28. Ladies invited. Sir William Glyn-Jones will speak.

SOUTH-WEST LONDON CHEMISTS' ASSOCIATION.—The annual dinner will be held on April 28 at the Holborn Restaurant, London, W.C. Reception by the President and Mrs. Humphrey at 7 P.M. Dinner at 7.30 P.M. Ladies specially invited. Evening dress optional. Tickets (10s. 6d. each) from the Hon. Secretary, Mr. E. Skues, 221 Upper Tooting Road, London, S.W. 17.

A Land for Heroes.

IN this blessed land for heroes, when we'd won the crucial war,
All the prices mounted higher than they'd ever done before;
So the mandarins forgathered, and discussed the horrid fact,
And they swore all would be altered by the Profiteering Act.

So Tribunals were appointed, and they sat in each town hall,
And they spent a lot of money, but the net result was small;
Though they harried many traders—adding mare's nests to their score,
Yet the prices rose still higher than they'd ever done before.

For the Act set traders thinking, and they worked their profits out,
Till they found that most transactions did not pay, without a doubt;
So they strafed the Act, and fought it—it was rotten to the core,
And the prices ruled much higher than they'd ever done before.

You may manufacture cotton, charging anything you please,
You may treble shipping charges, putting on an extra squeeze;
So I've come to this conclusion, though perhaps I may be dense,
You may profiteer in millions, which you must not do in pence.

Yes, the man who deals in millions is a patriot of parts,
Though he trebles all his prices with the stoniest of hearts;
But the poor unhappy chemist has a sorry time, down here,
When he sells salts for three-halfpence he's a wicked profiteer.

And of course it's not the miner, or the so-called working-man,
Who is causing these high prices—though they're grabbing all they can;
It's the wretched breed of chemist, who's the author of these ills,
When he charges one-and-threepence for a box of Beecham's Pills.

Now they've sent the brainy Geddes to the "dry" lands of the Yanks,
Though I guess that when they know him—they will not give us much thanks;
So Lloyd George and all the others, who are left to bear the brunt,
Would do well to wash the Act out, and prepare another stunt.

A HINT.

If you've got a strong trade union, and there's something you don't like,
You should turn a bit Bolshevik, and should all come out on strike;
Then the Government would weaken in the Coalition way,
And at once you'd be rewarded by short hours and double pay.

W. H. A.

AS OTHERS SEE US.—A Scottish publicist is reported to have rebuked certain of his colleagues lately in the following terms: "Some of our Councillors are very fond of using fancy words, such as '*sub rosa*' . . . And at times you would think you were walking into a chemist's shop."

Qualifying Examination.

THE following are the results of the Major and the Qualifying examinations of the Pharmaceutical Society of Great Britain, held this month in Edinburgh:

MAJOR EXAMINATION.

Four candidates were examined, and the following three passed.

Chisholm, James Oliver, Glasgow
Findlay, George, Cullen
Milne, Harry David, Banchorygow

QUALIFYING EXAMINATION.

Eighty-three candidates entered for Parts I. and II. and two were absent. Twenty-one passed in Part I. only and forty-two in Parts I. and II. Eleven candidates entered for Part I. only, and nine passed. Eighteen candidates entered for Part II. only, and seventeen passed.

PART I.

The following have satisfied the examiners in Part I.:

Aird, Janet D., Darvel	McKerlie, Edith F. E., Glasgow
Bain, Mary M., Glasgow	MacKinnon, Roberta, Glasgow
Bell, Agnes D., Glasgow	McLaren, Peter, Edinburgh
Bell, Andrew M., Glasgow	McNair, Georgina H., Fainlie
Bliss, Thomas P., Edinburgh	Malcolm, William W., Glasgow
Buchanan, Mary B. A. S., Edinburgh	Matthew, John, Hoyland
Burns, Colin N. S., Aberdeen	Morrison, William R., Glasgow
Crawford, Elizabeth C., Glasgow	Munro, David S., Aberdeen
Farquhar, Marjory P., Glasgow	Murray, William S., Accrington
Gaskell, Philip, Manchester	Parkinson, James, Winstford
Hamilton, A. L., Paisley	Shand, Joseph T., Inverurie
Hunter, John D., Carlisle	Stanchiffe, Jas. H., Bradford
Kirk, Helen G., St. Andrews	Tovani, Luigi A., Edinburgh
McColl, Agnes T., Glasgow	Whiteford, Alex. M., Paisley
	Whitelaw, Robert S., Glasgow
	Young, Hamilton B., Edinburgh

PART II.

The following, having satisfied the examiners in Part II., have been registered as chemists and druggists:

Adams, William, Leven	Mills, James, Shotley Bridge
Angus, Jas. H., Glasgow	Reid, Angus M., Rothesay
Brunton, John G. G., Perth	Ross, Elizabeth F., Hawick
Crowden, David L., Penrith	Smith, Donald, Leith
Davidson, Wm. B., Leslie	Smith, William, Cumbernauld
Downie, Geo. S., Aberdeen	Waller, Robert H., Sunderland
Fairclough, Jas. T., Crook	Watson, Wm. S., Consett
Fraser, Robt. S., Aberdeen	Whitehead, John, Glasgow
Kean, Robert H., Kirkcaldy	

PARTS I. AND II.

The following, having satisfied the examiners in Parts I. and II., have been registered as chemists and druggists:

Anderton, Willie, Bradford	May, Walter J., Stranraer
Arthur, Andrew M., Falkirk	Mearns, Robert C., Aberdeen
Baillie, W., Edinburgh	Meldrum, Adam A., Aberdeen
Ballingall, W., Methil	Mitchell, Helen R., Aberdeen
Barnie, Alexander, Dunbeath	Murray, George, Glasgow
Bell, F. P., Cupar	Neil, John A., Aberdeen
Blackie, Joseph J., Duns	Paterson, Agnes, Eaglesham
Cameron, Peter M., Clydebank	Reid, Thomas, Wishaw
Chandler, Percy A., Middlesbrough	Robertson, Margaret L., St. Boswells
Coutts, David D., Aberdeen	Rosie, W. J., Edinburgh
Doig, Dorothy L., Newport-on-Tay	Ross, Alexander, Dornoch
Don, Walter P., Denny	Smith, John, Gatehouse-of-Fleet
Gemmell, Dora T., Paisley	Speirs, Annie F., Duns
Gray, George C., Leith	Strang, Catherine T., Kilmarnock
Harrison, F. E., Harrogate	Taylor, John H., Edinburgh
Howison, William, Edinburgh	Watson, Barbara B., Currie
Hutton, Mary F. S., Brechin	Wilkie, David, Dundee
Ingram, A. W., Peterhead	Wilson, Helen L., Bonnyrigg
Johnston, Andrew, Glasgow	Wilson, John, Dumfries
Lees, James M., Glasgow	Young, William, Kirriemuir
Logan, Marion A., Kilmarnock	
Macfarlane, M. P. A., Aberdeen	

QUID PRO QUO.—A medico asked a Scottish chemist to make him up a mixture. The doctor, noticing the pharmacist carefully washing out a bottle before dispensing, demurred.—"I don't care for the fashion of using medicine bottles twice," he explained. "People bring me samples of different things to test in just such bottles. 'I know,' murmured the chemist. 'I may say that your wife has never forgiven me for refusing to buy a miscellaneous collection from her.'"

Westminster Wisdom.

By the "C. & D." Parliamentary Representative.

NEXT YEAR'S CENSUS.

It is probable that the next census of the population of the United Kingdom will be taken on Sunday, April 3, 1921.

TWO PROFITEERING BILLS.

It is stated that the President of the Board of Trade is preparing to introduce two Profiteering Bills. One will merely continue in operation for a further period the present Act, which otherwise would come to an end in June, and the other will stiffen the law in various respects.

OVERSEAS TRADE CREDIT.

During the consideration in Committee in the House of Commons, on April 12, of the proposal to authorise the granting of credits to an amount not exceeding 26 millions for re-establishing overseas trade, Lieut.-Commander Kenworthy objected to the proposed subsidy. If trade is artificially started in this way the subsidies will have to be renewed time and again, just as a man who takes morphia needs more and more of it as time goes on.—Captain Elliott: But people can be cured of taking drugs.—Lieut.-Commander Kenworthy: Yes, by cutting off the drug and by taking some anti-toxin.

DEATHS FROM ANÆSTHETICS.

Mr. Gilbert, on April 14, asked the Minister of Health whether, in view of the number of inquests held in London on persons who have died from anæsthetics, he can ask the Medical Research Committee to undertake a full inquiry into the whole question of anæsthetics and their future; and whether, if this cannot be done, he will have the recommendations of the Home Office Departmental Committee of 1910 on the same subject put into practice.

Dr. Addison replied that, having regard to the scientific investigations that have been made in comparatively recent years, he is not at present convinced that there is need for a further investigation of the character that appears to be suggested, but will give the matter his careful consideration. The second part of the question has already been answered in replies to previous questions of the hon. member.

IMPORTS FROM GERMANY.

Mr. George Terrell, on April 12, asked the President of the Board of Trade if he can state the value of the imports of manufactured goods from Germany for the past six months; whether any export tax is imposed by the German Government; and, if not, who gets the benefit of the exchange between the German and British currency.

The President of the Board of Trade (Sir Robert Horne) replied: The imports into the United Kingdom during the period specified, of goods consigned from Germany and classed in the trade returns of this country as wholly or partly manufactured, were valued at 2,432,202/. So far as is known, the German Government does not levy any export tax. The question of the benefit from the depreciation of the exchange rate of the mark depends on the terms of purchase—for example, whether payment is stipulated for in sterling or in marks.

CO-OPERATIVE SOCIETIES' POLITICAL WORK.

Commander Bellairs, on April 13, asked the Chancellor of the Exchequer whether there are any restrictions imposed on the use of the funds of co-operative societies for political party purposes in connection with the immunity they enjoy from income tax.

Mr. Baldwin, who replied, said: I would invite the attention of my hon. and gallant friend to the provisions of Section 39 (4) of the Income Tax Act, 1913, under which a society registered under the Industrial and Provident Societies Act, 1893, is entitled to exemption from income tax under Schedules C and D, unless it sells to non-members and the number of its shares is limited. The question of the income tax liability of co-operative

societies is dealt with in Section XII. of Part V. of the Report of the Royal Commission on the Income Tax, and if my hon. and gallant friend will refer to that section of the Report he will appreciate that the relief from tax is grounded on the nature of the surpluses which arise from the transactions of the societies, and is not connected with the manner of the distribution of those surpluses.

RENT RESTRICTION COMMITTEE.

The report of the Committee which has been considering the operation of the Rent Restriction Acts is expected to be issued in a few days. Forecasts state that the Committee recommend that (1) Landlords to be allowed to effect an immediate increase of 30 per cent. in the rent (exclusive of rates) at which a house was let in August, 1914, the additional rent to be inclusive of any increase that may have already been made, and at the end of another twelve months to add to the increase a further 10 per cent., making a total of 40 per cent. (2) Mortgagees to be entitled to an immediate increase of interest at the rate of $\frac{1}{2}$ per cent., if such increase has not already been made under the provisions of the Act of 1919, and at the end of twelve months to a further increase not exceeding $\frac{1}{2}$ per cent. In regard to business premises, the Committee state that the extension of the Acts to this class of property is not an appropriate method of dealing with the grievances of which tenants complain. At the same time, they express the view that steps should be taken to check the profiteering in business premises which is taking place in London and elsewhere. Having regard to the wide extension of the scope of the Acts which the inclusion of business premises would involve, and the power of the owners of these premises in many cases to pass on to the public in the shape of increased fees or prices the whole or any part of the increased burden thrown upon them, they take the view that this part of the problem should be dealt with in connection with the general law of landlord and tenant.

Organising the Drug-trade.

General Workers' Union.

At a meeting, held on April 7 in Sunderland, by the Pharmacists' and Assistants' Section of the National Warehouse and General Workers' Union, Mr. W. H. Burns in the chair, it was decided to form a local branch to act in conjunction with Newcastle and the Tyne area as to the national rates and programme.

Drug Union Meetings.

A MEETING of the Amalgamated Society of Pharmacists, Drug and Chemical Workers (London Retail Branch) was held on April 12, at which Mr. Whitehead was elected treasurer. Mr. Bayley was elected additional representative upon the London Divisional Council, and resolutions were unanimously carried requesting the national executive to open negotiations with the Local Associations Executive regarding recognition of a national minimum wage, and that the scale of wages drawn up and adopted by Boots, Ltd., staff at Anderton's Hotel (C. & D., February 28, p. 82) be put forward by the executive as the basis of negotiations. The announcement was made of the opening at an early date of an East London Branch.

NOT IN THE B.P.—Doctor: "Has your husband had any lucid intervals, Mrs. Hicks?" Patient's Wife: "'E's 'ad nothin' excep' what you ordered 'im, doctor."

USES OF TURPENTINE SUBSTITUTE.—Turpentine substitute is not a success when mixed with paints having a bituminous or asphaltic base. It has little or no solvent action on resins, but when mixed with white lead, zinc oxide, the lakes, and all the earth colours (such as sienna) it acts in the same manner as genuine turpentine. It is also useful for making wax polishes, and can be kept indefinitely without undergoing either any chemical or physical change.

The Chemists' Exhibition.

THE twenty-first Chemists' Exhibition, organised by "The British and Colonial Pharmacist," is being held this week in the Northampton Institute, St. John Street, London, E.C.; and remains open till Friday evening (April 16). Music is rendered at intervals, and light refreshments can be obtained. The stands, which completely fill the floor-space of two halls, evidence conditions of supply returning to the normal, and collectively afford some capital hints in the art of display. They also serve to show that we are living in what may be called the packed-goods age. In the following paragraphs we summarise our impressions of the Exhibition—the names of the principal exhibitors being arranged alphabetically.

THE ANGLO-FRENCH DRUG CO., LTD., have on show samples of all their pharmaceutical products of French manufacture. These products have a high reputation among members of the medical profession, particularly Ambrine, which, as most pharmacists know, is extensively used for burns, and Stannoxyl, which has acquired a reputation in boils and staphylococcal infections.

THE APOLLINARIS CO., LTD., are, we learn, in a position to supply Apollinaris and Apenta, the springs of both waters being British owned. Prices and information may be obtained at the stand.

ROBERT BAILEY & SON, LTD., have on their stand an elegant display of surgical dressings. The "black" series of absorbent cotton-wool in packets, cartons, and tins is of the highest quality, and the packing is worthy of the contents. "Cynta" specialities, comprising waterproof bed-sheets and other accouchement-requisites, are also shown by the company.

THE BANISTER STREET WORKS, LTD., have an interesting demonstration at their stand in collapsible-tube filling. The neatness of the process is flawless, and the average speed, we learn, is 600 to 700 tubes an hour.

JOHN BELL, HILLS & LUCAS, LTD., have, as usual, a fine exhibit. The stand is covered with their packed specialities, which, they claim, are put up quite as well as any pharmacist could put them up in his own shop, and yet have not that "factory appearance" so often complained about. Phosphated Cherry Syrup is an improved Parrish's food, retaining all the virtues of the latter without its inky taste. Toilet San-Sat is a purely vegetable preparation, absolutely neutral, and, consequently, harmless to delicate skins.

ARTHUR BERTON, LTD., have a wide range of sundries on show. They call attention to the fact that they are able to supply genuine tortoiseshell goods. The brushes displayed are of every kind and size. A complete swan-skin is on view. It is valued at 25s., but is not for sale, we are told.

T. F. BRISTOW & CO., LTD., have made very effective use of draperies and artistic wall-paper at their stand—so much so that it is difficult to say whether the exterior or the interior is the more attractive. The cut bottles of perfume shown in ample variety include their Idesia, Ideal, and Devonshire Violets series. Well-known soaps, face-powders, and other toilet requisites are also to be seen in this cleverly planned display.

BRITISH COLLOIDS, LTD., whose products are so well known, have an exhibit of unusual interest. Collosol argemum may be seen under the microscope. There are also on view collosol iodine, which is stainless, and ferromalt (containing iron in colloidal form), which does not discolour the teeth nor cause indigestion.

THE BRITISH TOILET AND PERFUMERY CO. have laid themselves out, at their stand, to attract pharmacists with their toilet-requisites. The 1915 series of articles is well packed, and shows a good margin of profit. In addition, the company packs "own specialities" for the trade, wholesale as well as retail.

BROWN & SON have an assortment of stills, some of which are fitted with a "drum" burner of Bunsen tubes—an arrangement found to be more economical than the old-fashioned gas-ring. It is estimated that 300

gallons of distilled water can be obtained from a small still before any cleaning is necessary. We understand that a new edition of Messrs. Brown's price-list is in preparation.

THE WILLIAM BROWNING CO., LTD., display a selection (to quote from the catalogue) of "every grade and variety of purified petroleum required for pharmaceutical and toilet-manufacturing purposes." This is no idle claim, for liquid paraffins are a subject that Messrs. Browning have made peculiarly their own. As Mr. Jamieson has shown in his lectures on "Paraffin," the tests laid down in the British Pharmacopœia no longer satisfy the requirements of the prescriber of the present day; and visitors to this stand can learn some interesting facts concerning the latest research on this subject. In addition to the company's well-known emulsions and other products, we noticed a new preparation, Sempolin Laxative Cream, apparently of soft-ointment consistence, but balanced so as to give the therapeutic effect of the purest liquid paraffin, on which it is based. It forms a very palatable means of administering "Sempolin."

BURGOYNE, BURIDGES & CO., LTD., are exhibiting a varied assortment of packed goods. The tablets displayed on the stand are well coated and finished. Fine chemicals are exhibited, and also Burgoyne's Fruit Saline, which is on the P.A.T.A. list.

W. J. BUSH & CO., LTD., the manufacturers of Potter & Moore's lavender water and eau de Cologne, and also of Buisson Frères' preparations, have a well-arranged stand near the entrance to the hall. The company call attention to their perfumes in cut-glass bottles, which are scarce at the present time. Their frozen eau de Cologne has only been on the market a short time, but its popularity is already assured.

The stand of CALLARD & Co. is devoted to a display of Vitmar, a new food containing the three kinds of vitamins shown to be requisite for complete nourishment. The results already obtained are highly satisfactory.

W. H. CALNAN & Co., agents for "Les parfums de Rosine," have a display of perfumes both beautiful and unique. The Pierrot series is specially quaint and attractive. The firm are about to commence an advertising campaign, and mentioned to us that, apart from the usual advertisements in the Press, large posters in three colours will appear on London hoardings. Free samples and showcards will be supplied on application.

A. & E. CARRERAS, the proprietors and manufacturers of Enolin tooth-paste, have a tasteful display. The firm's latest preparation is "Lindol"—a tooth-paste which will not harden. It is on the P.A.T.A. list, and shows a good profit to the retailer.

W. B. CARTWRIGHT, LTD., show an extensive range of pharmaceutical products and toilet specialities, including their well-known Nupines. Salesmanship is fostered by a specially designed series of show-cards and other advertising matter.

THOMAS CHRISTY & Co. are showing samples of most of their specialities and showcards. "Zepto" sticks, tooth-powder and paste are again well to the fore. Cold cream, lanoline, and "Quinquenna" shampoo-powders—ready sellers, we learn—are other features of an attractive display. The company have registered a number of trade-marks for "own-name" specialities, so that the chemist can choose his own brand; and it will be supplied to no one else in his district.

ARTHUR H. COX & Co., LTD., have an imposing display of pills, tablets, and other pharmaceutical products. We noticed with interest a demonstration of the result obtained by using "Sphinx" straw-hat cleaner—a seasonable reminder of the relative costs of straw hats and "Sphinx" cleaner. Barton's toilet preparations, Doline for the teeth and other proprietaries form part of a fine show.

THE DELPHINUS MANUFACTURING Co. are showing an extensive range of toilet preparations, including the Venus series. The firm is modestly described in the catalogue as being "as yet in its infancy," but it must be added that there is nothing immature about the goods shown. Dry shampoo, lime cream, brilliantine and nail-

polishes are all put up in thoroughly attractive and refined styles.

THE DE VILBISS CO., LTD., have sprays of every description on their stand, but call attention to the atomiser No. 16, which, having no fine-fluid tube to stop up, and being metal, can be sterilised by boiling or passing through a flame. It is guaranteed, and will be repaired free of charge if found unsatisfactory.

DUBARRY ET CIE. have, as always, a striking display. The style and finish of their preparations is the latest, if not the last, word in attractiveness. It is impossible to look at the "Blue Lagoon" or "Heart of a Rose" series without realising their distinctive character; and the company's compressed bath-tablets should interest chemists. "Colonice," a solidified eau de Cologne, is, we learn, having a large sale. Bath-soaps in bowls are also obtainable, in addition to the well-known crystal-shaped tablets.

WILLIAM EDGE & SONS, LTD., show their "Dolly" and "Drummer" dyes, their cleaning preparations, and—like the old lady in Sir James Barrie's play—their medals. In the course of a brief chat we learned that the full range of their dyes can now be supplied.

J. E. ELLIS, LTD., are the sole agents for the Pompeian Manufacturing Co., and are exhibiting various creams and powders prepared by that company. Chemists are likely to hear more about these preparations in the near future, as an advertising campaign is about to be started.

THE ENGLISH BRUSH MANUFACTURERS are specialists in tooth, hair, nail, and shaving brushes. The firm are quite willing to make special designs to order, and have recently brought out a dental-plate brush which is a distinct advance on the old type. Their "Culmak" shavers, which they guarantee free from anthrax, with the handle made of porcelain with rubber fittings to prevent chipping if dropped, is a new departure. Hard nail-brushes, too, are a feature of the display.

EUCRYL, LTD., have taken the useful step of adding to their exhibit a list of lines now in course of preparation. Of the goods shown, Eucryl shampoo-powders struck us as recent and quite distinctive in appearance. Some of the newer styles of the company's packing are very attractive.

FASSETT & JOHNSON, LTD., have a handsome stand distinguished by a fountain of Florida Water, which plays the visitor in. A novelty that attracted our attention was an "Autoaid" emergency outfit, comprising a strong but light metal box filled with an admirable assortment of first-aid requisites, among them being splints, spirit of sal volatile, and a medicine-tumbler. Mennen's Talcum Powder for men was pointed out as a recent addition to stock.

The stand of J. C. & J. FIELD, LTD., contains a well-arranged blend of old lines and new, among the latter being a smart Fleur-de-Lys series in black and gold, including vanishing-cream, dental-cream, and the other usual toilet adjuncts. The diamond pattern of the containers of this series is unusually distinctive.

FREESE & MOON, LTD., are displaying their toilet preparations. A recent invention is a vaporiser which can be attached to an electric-light fitting. For use with it are supplied bronchitis vaporiser, sick-room deodorant, fly preventative, and pine deodorant. The last-named is recommended for public buildings. Each vaporiser can be bought separately. Violet, lily-of-the-valley, and heliotrope perfumes are the latest additions to the company's list.

THE GARNETT PICKLES PREPARATIONS CO., LTD., have an extensive range of toilet preparations on show, one of the most attractive being their Crème Iris. On the medical side they are making a feature of Fluenzol, a non-poisonous fluid for spraying as a germicide. There is also a smart line on view in the form of a stick embrocation, with protective tinfoil for holding.

THE GENERAL CHEMICAL AND PHARMACEUTICAL CO., LTD., have a small stand, which the neat style of their "Oasis" toilet preparations, in light and dark blue and gold, makes very attractive.

THE GREENWICH LEMONADE CO. have a seasonable display of thirst-quenching requisites, such as "Greenwich"

and "G.O." lemonade. The lemon-flavoured (sweetened) seidlitz-powders of the firm are also in evidence, together with "Greenwich" household dyes.

C. R. HARKER, STAGG & MORGAN, LTD., whose centenary falls this year, have their reception-room in one of the corridors. We are pleased to learn that they have fully recovered from the effects of their fire. The company are now running a weekly motor delivery seventy miles round London, which facilitates the return of empties. Their beef-and-malt wine, tablets, hair-dyes, ointments, emulsions, etc., are on view at the Exhibition. "Herb-beer" tablets are among the latest tablet preparations.

MR. T. G. HEIGHINGTON devotes his stand to a brilliant assortment of perfume sprays manufactured by M. Marcel Franck, Paris. Some of these are among the tallest we have seen, giving plenty of space for decorative effects of an original kind.

THE HOFFMANN-LA ROCHE CHEMICAL WORKS, LTD., have a characteristic display of their high-class pharmaceutical products, which may fairly claim, in many instances, to represent the last word in convenience and refinement. We spent some time in examining a new ampoule-syringe known as "Tubunic," which comprises, in addition to other remarkable features, a sterilised needle ready for use on the simple removal of a glass hood. Our attention was also called to granules of Digalen, the company's brand of amorphous digitoxin, now obtainable in bottles of sixty. Sedobrol, a dietetic bromide product, which, it is understood, is free from the habit-forming objection often met with in hypnotics, is being shown, as also is Omnopon-Atrinal, a modern alternative to the morphine-atropine combination. The explanatory leaflets distributed at the stand are well worth study.

The stand of HOWARDS & SONS, LTD., forms, as usual, a miniature museum of fine and rare specimens. The company's research laboratory has turned out some new salts of hydroquinone since we last called attention (*C. & D.*, 1919, p. 1161) to this remarkable chemical; and to it have been added hydrocinchonine and hydrocypreine and their salts. Potassium bromide in translucent slabs also attracted our attention, and the cover was taken off some scales of ferri et quinae citras so that we might admire their brilliant appearance. Messrs. Howards' packed tablets have extended in range since we last saw them, and their standard ether is, of course, conspicuously on view.

J. G. INGRAM & SONS, LTD., have a comprehensive display of their well-known air-cushions, enema-syringes, hot-water bottles, and so forth, many of which are P.A.T.A.-listed articles. The "Adaptable" enema is one of many lines that supply a distinct want, and is easily cleaned. Perfect finish, as always, is evident in Messrs. Ingram's goods—the simplest and the most elaborate alike.

INGRAM & ROYLE, LTD., display bottles of all the leading mineral-waters for which they are importers, including Hunyadi and Apenta. They are also able to supply the genuine Carlsbad Sprudel Salt.

H. & T. KIRBY & CO., LTD., are making a feature, in their exhibit, of packed elixirs in panelled bottles. There is a remarkable display of soft glycerin jujubes and lozenges in various shapes, one wall being almost covered with them. Silvered pills, for which the company has had a reputation for many years, are shown in handsome vases, and tablets and their packing occupy a prominent position in the stand.

LORIMER-MARSHALL, LTD., have an extensive display, including the Santozone series of toilet adjuncts, an English Lavender series, powder-leaf books manufactured throughout at the company's own works, and Lorimer's gold-medal chemical food, the last-named of which is protected through the P.A.T.A. The part of the stand devoted to "own name" packed goods should not be overlooked.

LYSOL, LTD., are exhibiting their various preparations, and endeavouring to demonstrate to visitors what an effective display can be obtained with a few tubes of "Osyll" tooth-paste or a few bottles of Lysol. Lysoline,

the sale of which is ever increasing, is well to the front.

MENLEY & JAMES, LTD., have an excellent position for their display of fine chemicals and pharmaceutical products, the appearance of which is correspondingly enhanced. Aspirin and salicylates are prominent, and the Bacterol series also strikes the eye. We were "intrigued" by some appetising-looking biscuits bearing the name "Konapro" in English and Russian characters. The name "Konapro," it appears, means "May your shadow never grow less," or something polite of that sort; the biscuits themselves contain a form of cellulose, and are useful as a laxative, their mechanical action being often preferable to that of cathartics. They are quite palatable. Another remedy that we had not seen previously was "Oraloids," aromatic tablets to be dissolved in the mouth as an antiseptic; the name is a good one, and the tablets are pleasantly flavoured.

MILNER'S CHEMICAL Co. have an effective display of useful side-lines, including "Milner" straw-hat cleaner and Railox, a vermin-destroyer.

THE MILTON MANUFACTURING Co., LTD., have a fine stand in the small hall on which to display their product. Milton and its uses are by this time too well known to need much introduction. The Milton sprayer is a new line which is becoming increasingly popular.

M. NASSAU & SON have a striking display of perfume sprays, such as we looked for in vain during recent years. Many of the designs are unmistakably French, as also are those of the "La Perle" series of perfumes, which have a *cachet* quite distinctive. Messrs. Nassau are sole agents for Bardin & Co., Kitzinger Frères, and other firms of European reputation.

FRANCIS NEWBURY & SONS, LTD., occupy two stands (or groups of stands), displaying at one imported proprietaries chiefly, and at the other a comprehensive selection of toilet-requisites, such as hair-brushes, solid and brilliantine, dental cream (in a distinctive packing), and their well-known Cream Embrocation. Messrs. Newbury's stands were attracting their full share of visitors, we noticed, and it was evident that business was being done.

The specialities of W. T. OWBRIDGE, LTD., are comprised chiefly in a single glass case at their stand. Good wine, as we know, needs no bush; and Messrs. Owbridge's neat display is a tacit reminder of their established position.

PARKE, DAVIS & Co. have, as usual, a large and attractive display. Their representatives were holding quite a reception when we arrived at the stand, and it was evident that the visitors were appreciating the goods shown. Among the novelties we noticed Fecto, a stable liquid containing chlorine, and a new antacid lozenge with taka-diastase as one of its ingredients. The latter is a well-finished pink tablet in a smart green box, and is more palatable than antacid lozenges usually are. The firm's standard goods were also in evidence, deftly grouped so as to create a fitting impression of proportion and style.

THE CHARLES H. PHILLIPS CHEMICAL Co. concentrates on the three staple products of the firm—Milk of Magnesia, Digestible Cocoa, and Phospho-muriate of Quinine Compound.

THE POWEREX Co. have a display devoted chiefly to Powerex, a food based on dried cream combined with glycerophosphates and organic phosphates. It strikes out a new line in foods, and should have a future.

PRICE'S PATENT CANDLE Co., LTD., have several new features to explain to the visitor—for instance, new models in toilet soaps. Messrs. Price's Zinc-Cream soap is prepared, we learned, with a percentage of zinc oxide and sulphur, and, like various other soaps and styles of packing, is reserved exclusively for chemists. We also noticed Milk of Glycerin and Cucumber, a distinctively packed emulsion apparently inseparable.

PRICHARD & CONSTANCE (WHOLESALE), LTD., have taken the bold step of adding to their elegant display of Amami toilet requisites a lady manicurist, who (we quote from the catalogue) "demonstrates to visitors on their own digits the advantages of practical knowledge of manicure."

The finish of the Amami series is, as usual, unimpeachable.

HENRY C. QUELCH & Co. occupy stands numbered 19 to 24 and 36 to 42, and the fact is eloquent testimony to the range of their exhibit. Even more striking perhaps than the range is the completeness of the selection, comprising as it does articles generally subsumed under the term "toilet requisites." In the section devoted to manicure accessories (perhaps the most complete display ever seen in an exhibition) the sets range from little pocket-cases to sumptuous cabinets at 40s. each; one of these latter that specially attracted our attention was of carved mahogany, and each of its drawers was lined with hollyhock, making a charming effect. Some of the lip-salve cases are very ingenious, and the effect of such well-known goods as Bourjois' and Tetlow's powders is quite impressive when seen as Messrs. Quelch display them. A series not so well known in this country, but already going steadily, is the "toilet necessities" of A. S. Hinds, Portland, Maine, U.S.A. These are attractive and reasonably-priced goods.

The proprietaries of ROBARTES, LTD., form a varied and attractive display. Our attention was called to "Diadem" Bath Salt Concentrates and "Diadem" Parfum Sec, both of which, we understand, are recent additions; and, as is well known, most of Messrs. Robartes' preparations are on the P.A.T.A. list.

ROBERTS' PATENT FILLING MACHINE Co. have machinery for filling all liquids and semi-liquids into containers of many shapes and sizes. The latest invention is a machine for filling bottles, a distinguishing feature being that the liquid does not touch any metal. The tin-filling machine is of interest, the highest rate in filling achieved so far being 12,500 tins in three hours. The exhibit ought to be of considerable interest to wholesalers.

THE SANAGEN Co., LTD., have a good deal to tell the visitor to their stand about Sanagen and the way in which it is being advertised. Among other new features, they have inaugurated "The Chemist's Newspaper," an eight-page brochure containing a good deal of bright and readable matter.

SANGERS have their stand covered with toilet requisites and sundries. They called our attention to the "own-name" tooth-paste, which may be had in many and varied styles. The "1814" brand of eau de Cologne and lavender water are also distinguished by a style of their own.

SORBO RUBBER SPONGE PRODUCTS, LTD., have a neat display of their sponges, the strength of which was effectively demonstrated to us by a sort of tug-of-war, with a Sorbo sponge as the rope. We also noticed Sorbo rubber truss-pads, and were promised a sight of Sorbo sheeting, which, it is claimed, materially increases the comfort of bed-ridden patients.

THE STANDARD TABLET Co., LTD., have a large stand comprising a high proportion of novelties. Prominent among these is Thyroxine tablets, containing thyroid gland of standardised iodine content. Thyroxine was suggested by the published results of the researches of Mr. Julian Huxley, in which, it may be remembered, thyroid gland was found to have remarkable properties in increasing energy and modifying vital processes. The tablets are indicated in such typical nerve-affections as neuritis and insomnia. We were also interested in the neat little nebulisers, made on the company's premises; and our attention was drawn to the purity of the aspirin tablets, which, by means of special precautions taken in manufacture, are guaranteed to give no colour with ferric chloride. Lassar's paste put up ready for sale struck us as an innovation, and we noticed a glycerin jelly that, unlike those made on usual lines, readily adheres to the finger. There were also on view some fine specimens of quinine salts, notably phosphate and hydrobromide, of which the Standard Tablet Co. hold large stocks.

THE THERMOGENE Co., LTD., have a strikingly massed display of their proprietary, now seventeen years old as a British institution. Referring to last year's shortage, the proprietors believe that "British pharmacists, at least, will not again have to order Thermogene in vain."

THOMPSON & CAPPER, LTD., the sole makers of Quinphos, are displaying this well-known proprietary on their stand. The tonic is on the P.A.T.A. list, and yields a profit of over 50 per cent. on cost.

VISCOSE DEVELOPMENT CO., LTD., the manufacturers of "Semreh" self-fixing bottle-caps (which can now be obtained in all colours), have a tasteful display. Immediate delivery is promised, and at reduced prices, owing mainly to increased production. The caps are made for bottles with a neck-diameter of from $\frac{3}{8}$ inch to 14 inches, or larger if required.

THE WESTERN DENTAL MANUFACTURING CO., LTD., whose stand in gold, black, and white is one of the neatest in the Exhibition, show goods of interest to all pharmacists, and particularly to dental chemists. Sotol tooth-powder and paste are masterpieces in the art of flavouring. Neoklorin tablets for the preparation of the Dakin-Carrel solution, which was used extensively in military hospitals during the war, are also worthy of mention.

WIGGLESWORTH, LTD., show great enterprise and judgment in their varied display of packed goods and advertising matter. There is a showcard, for example, from which cartoned goods can easily be removed and others inserted. There is a new series of tooth-pastes; there is a combined hair-tonic and dressing known as Cantharol; there is Ivy Cream for stings, smartly packed with green lettering; and there are many other series, some of which are already well known. Brillanto, described as a super-brilliantine, is a typical instance of well-directed inventiveness.

WILLIS, LOW & DRUIFF, LTD., have a display of their Indian perfume brick, which, in the existing state of the camphor market, should be in good demand. The company's neatly packed nail-polish and other toilet requisites are also on view.

E. H. WRIGGLESWORTH, LTD., have a varied display, including "Extirmo" rat, mice, and beetle paste, fly-catchers, and insect-powder. Toilet-creams are also to be seen.

Among others exhibiting are THE CHEMISTS' MANUFACTURING CO., LTD.; A. F. CORBETT & CO.; EASELIE REMEDIES CO.; FORD, COOK & CO., LTD.; GENATOSAN, LTD.; HORLICK'S MALTED MILK; JARDON, LTD.; KOLYNOS, INC.; JULES LANG & SON; C. BOYTON & SON, LTD.; THE PALM-OLIVE CO.; THE PHARMACISTS' MUTUAL SUPPLY ASSOCIATION, LTD.; PIESSE & LUBIN, LTD.; SAVORY & MOORE, LTD.; SMART & CLARK, LTD.; and STOREY, EVANS & CO., LTD.

Trade-marks Applied for.

The figures in parentheses refer to the classes in which the marks are grouped, for a list of which, with particulars as to registration. See "The Chemist and Druggist Diary" 1920, p. 308.

(From "The Trade-marks Journal," February 18, 1920.)

- "FLECHA ARROW" with arrow device; for goods (47). By C. Thomas & Bros., Ltd., Broad Plain Soap Works, Bristol. 397,812. (Associated.)
- "SEPTAX"; for perfumery, etc. (48) and for manicure appliances (50). By A. R. Andrew, 6 Love Lane, Wood Street, London, E.C. 2. 396,870/1. (Associated.)
- "EYMOLDENT"; for dentifrices (48). By Osborne & Collett, 13 Bushwood Road, Kew Gardens, Surrey. 397,886.
- "EDJE"; for perfumery, etc. (48). By H. Denis, 8 Rue du Guide, Bécon-les-Bruyères, France. 398,468.
- "OBELISK BRAND" on picture of obelisk; for all goods (48). By the United Soap Co., Ltd., 8 Lloyd's Avenue, London, E.C. 3. 398,313. (Associated.)

(From "The Trade-marks Journal," February 25, 1920.)

- "FAIRY DYE" with picture of fairies; for dyes (1). By Shoesmith & Co., 20 Renfrew Street, Glasgow. 392,793.
- "SPIC"; for all goods (1). By J. Mathews & Co., Ltd., 42-46 Hatton Garden, Liverpool. 394,622.
- "SPASMODYNE"; for chemicals (1) and medicinal chemicals (3). "SPASMODIN"; for chemicals (1), (2), and for medicinal chemicals (3). By W. J. Bush & Co., Ltd., 28 Ash Grove, Hackney London, E. 8. 397,416/7; 398,015/069/016. (Associated.)

"B D C" on hexagonal device ("B D C" disclaimed); for all goods (1, 2, 3, and 4). By British Dyestuffs Corporation (Huddersfield), Ltd., St. Andrew's Road, Huddersfield, 398,335/6/7/8. (Associated.)

"BERGELAC"; for chemicals (1). By L. Berger & Sons, Ltd., 201 Morning Lane, Homerton, London, E. 9. 399,007.

"JOCO"; for a chemical size substitute (1). By W. E. D. Jones, 40 Ouseley Road, Balham, London, S.W. 12. 399,094.

"RATOGEN"; for all goods (2). By J. H. Boyd, 101 St. Mary's Road, Garston, Liverpool. 397,814.

"EL CONDE DE RAMIREZ DE ARELLANO" in facsimile handwriting; for medicines (3). By F. J. H. y Ramirez de Arellano, Batchelors Farm, Barns Green, near Horsham, Sussex. 399,667. (Associated.)

"SNOWDON"; "W. J. MOORE & SON," and picture of dog on circular device ("Snowdon" disclaimed); for medicinal chemicals (3). By W. J. Moore & Son, 24 Murray Place, Stirling, Scotland. 392,956.

"THURLETONIAN BRAND ECZEMA AND INFLUENZA PREPARATIONS"; for eczema and influenza preparations (3). By Charlotte E. Fox, 23 Malvern Road, Hornsey, London, N. 8. 395,838.

"KURAMATICS BRAND MEDICINAL PREPARATIONS"; for rheumatism and sciatica medicines (3). By R. Wolfenden, 63 Barnsdale Road, Mossley Hill, Liverpool. 396,336.

"FUMEX BRAND MEDICINAL INHALANTS"; for inhalants (3). "VYNEX BRAND MEDICATED WINES"; for medicated wines (3). By J. A. Bingham, 43 Donegall Place, Belfast. 396,434/502.

"MORNING ROUSER INVIGORATING HEALTH SALINE," etc., with picture of crowing cock and rising sun; for health salts (3). By G. Steven, Cornbrook Works, Chorlton Road, Manchester. 396,851.

"ELNSTAR" under device of letter "L" in star ("L" disclaimed); for all goods (11). By F. Longdon & Co., Ltd., 17 Agard Street, Derby. 396,665. (Associated.)

"SALCANI"; for surgical instruments, etc. (11). By A. de St. Dalmaz & Co., Ltd., 40 Belgrave Gate, Leicester. 396,855. (Associated.)

"AVONNO" and "AVONAL"; for edible fats (42). "JOY"; for soaps (50). By C. Thomas & Bros., Ltd., Broad Plain Soap Works, Bristol. 396,634/5. (Associated.) 398,532. (Associated.)

"CALVARD"; for all goods (42) and (47). By Callard, Ltd., Alderman's House, Bishopsgate, London, E.C. 2. 397,876/7. (Associated.)

"ROSECLER"; for food substances (42). By F. J. Wiggins, 28 Plaistow Lane, Bromley, Kent. 397,961.

"FLACOGLOY"; for colours and essences (42). By L. James & Co., 69 The Grove, Palmer's Green, London, N. 13. 393,042.

"TOURBILLON DE ROSES"; for perfumery, etc. (48). By the Erasmic Co., Ltd., Bank Quay, Warrington. 396,623.

"GEORGE L. WERNET, D.D.L.," in facsimile handwriting; for tooth-powder (48). By G. L. Wernet, 1409 Arch Street, Philadelphia, U.S.A. 397,236.

"IRISH ELEGANCE"; for perfumes distilled in Ireland (48). By E. Chaventré, 289 Oxford Street, London, W. 1. 397,524.

"OZOIS"; for perfumery, etc. (48). By A. J. Clark, 19 Clifton Gardens, Brighton. 397,583.

"REVE D'AMOUR"; for all goods (48). By C. Midgley, Ltd., 5 Mayes Street, Manchester. 398,998.

(From "The Trade-marks Journal," March 3, 1920.)

- "AGO"; for chemicals (1). By Fabrique de Produits Chimiques Flora, Dubendorf, Switzerland. 392,250. (Associated.)
- "BITUSTONE," "BITUCHOCOLATE," and "BITUWHITE"; for all goods (1). By Waiies Dove Bitumastic, Ltd., 5 St. Nicholas Buildings, Newcastle-on-Tyne. 398,619/20-1. (Associated.)
- Picture of traversing jack; for chemicals (1). By H. Whitworth, Ltd., 115 Princess Street, Manchester. 398,904. (Associated.)
- "MASS-CRETE"; for chemicals for use in manufacturing concrete (1). By J. Jones, 12 and 13 Avenue Chambers, Southampton Row, London, W.C. 1. 399,109.
- "LIXOLL"; for disinfectants (2). By J. Knight, 9 Caldry Road, Liverpool. 397,075.
- "DYOWEED"; for chemicals (2). By Hawker & Botwood, Ltd., 50 Mark Lane, London, E.C. 3. 397,415.
- "NUTRONA BRAND A MEDICINAL PREPARATION"; for an internal medicine (3). By Harkness, Beaumont & Co., 6-12 Ballantyne Road, Leith, Scotland. 398,090.
- "SKETOFAX"; for medicinal chemicals (3). By Burroughs Wellcome & Co., Snow Hill Buildings, London, E.C. 1. 398,929.
- "ZOE"; for medicinal chemicals (3). By G. Desmarest, 9 Rue Ballu, Paris. 398,951.

Personalities.

MR. DAVID REYNOLDS (Goodall, Backhouse & Co., London) has been elected W.M. of the Cornstone Lodge, 3298.

MR. HERBERT F. COCK, chemist and druggist, Chesterton, Cambridge, has been elected to the Chesterton board of guardians.

MR. F. E. HUNT, chemist and druggist, Wellington, Shropshire, has been elected a member of the local urban district council.

MISS OLIVER JOB, chemist and druggist, has been appointed dispenser at the St. James's Infirmary, Wandsworth, London, S.W.

MR. H. KNOTT, chemist and druggist (Knott Bros., chemists, Bolton), has been elected to the executive committee of the Bolton chamber of trade.

MR. J. C. COLLINS, chemist and druggist, has been appointed dispenser at the Walton institution by the West Derby (Liverpool) Board of Guardians.

MR. C. W. HARRIS, chemist and druggist (Walker & Harris, Ltd., chemists, Canterbury), has been elected a member of the Bridge rural district council.

MR. F. H. HULME, chemist and druggist, has been appointed dispenser at the Belmont Road institution by the West Derby (Liverpool) Board of Guardians.

MR. WILLIAM WHEWELL (J. & W. Whewell, manufacturing chemists, Radcliffe, Manchester) has been appointed a magistrate on the Bury County Bench.

MR. S. B. PENICK, of S. B. Penick & Co., drug importers and exporters, New York, has arrived in London, and is staying at Garland's Hotel, Suffolk Street, Pall Mall, S.W. 1.

MR. S. F. CLARK (Boots, Ltd.), past Noble Arch of the North Sheen (Surrey) Lodge, was on April 8 raised to third degree of the Ancient Order of Druids at the Imperial Grand Lodge of England.

MR. THOMAS SWALES, druggists' sundriesman, Leeds, has been elected a Vice-President of the Royal Commercial Travellers' Benevolent Institution in recognition of his efforts in connection with the Institution's recent appeal for funds.

LIEUTENANT J. C. BARRETT, V.C., son of Mr. J. T. Barrett, Ph.C. (Mathews & Barrett, chemists, Queen's Gardens, London, W. 2), was on April 14 presented with a cheque for 300*l.* and a silver cigarette-case, the gift of friends interested in his career. The presentation was made by General Sir Ian Hamilton.

MR. A. J. FRANKLIN, chemist and druggist, 86 King's Road, Brighton, sustained an awkward mishap on Good Friday. He was riding a motor-cycle near the Dyke when the machine overturned, and he was thrown off, fracturing his collar-bone and receiving a wound in the head. We are glad to learn that Mr. Franklin is making satisfactory progress.

DR. ALBERT JOHN CHALMERS, whose death was recorded in our last issue (p. 61), will be long remembered as the joint author with Dr. A. Castellani of a "Manual of Tropical Medicine," which has reached a third edition within a comparatively short period. Dr. Chalmers was Holt Fellow of University College, Liverpool, in 1890-1891, and served with distinction in the Ashanti Field Force in 1900.

MR. W. HOLT, chemist and druggist, Blackburn, an ex-President of the North-East Lancashire Chemists' Association, is retiring from the dispensership at the Royal Infirmary after thirty-four years' service. Mr. Holt's services have been officially placed on record in appreciative terms by the board of management of the Infirmary. The business formerly carried on in Penny Street by Mr. Holt is now owned by his son.

MR. C. F. EMERY has retired from the Chesebrough Manufacturing Co. after forty-two years' service—the last fifteen years as general manager. He will still, however, act in an advisory capacity to the London office of

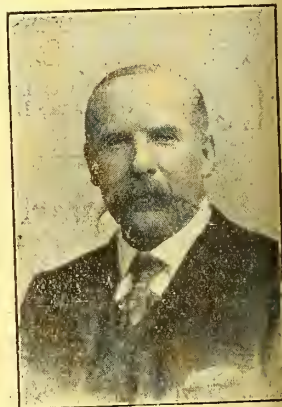
the company. The success of the Chesebrough Manufacturing Co. in the United Kingdom is largely due to his efforts. He has been presented by the employees of the company with a gold watch, suitably inscribed, as a token of their regard and esteem. Mr. Emery is at present enjoying a well-earned rest at Folkestone. He is succeeded as general manager by Mr. A. B. Richardson, who has been connected with the New York office, and has represented the company in Russia, China, and Japan.

MR. A. C. HINRICHS, chemist and druggist, has been appointed manager of Parke, Davis & Co.'s Bombay branch in succession to Mr. E. Lawton Miller, who has returned to Detroit through ill-health. Mr. Hinrichs served his apprenticeship to Mr. William Bruce Wright, Greenock. After further experience with Mr. Anderson Russell, of the same town, he qualified in October 1906, and joined Parke, Davis & Co.'s travelling service staff a month later. He represented the firm in the North of Scotland for four years, and then in Bombay, Southern India, and Ceylon for three years. On returning to England in 1913, he settled in Nottingham, and travelled in the Midlands. Mr. Hinrichs went out to India again in November 1919.

THE recent awards of the Order of the British Empire include, in addition to those already given in THE CHEMIST AND DRUGGIST (April 3, p. 79; April 10, p. 61): Alderman Daniel Davison, J.P., Ph.C., Cromer, chairman of the Norfolk Local War Pensions Committee—O.B.E.; Mr. Fred Pickering, J.P., secretary of the Bradford chamber of trade and organiser under the one-man business scheme of the Ministry of National Service—M.B.E.; Mr. H. C. Walton, chemist and druggist, Needham Market, temporary assistant-inspector of medical supplies in the Army Medical Department, War Office—M.B.E.; Mr. J. Whitehouse, secretary of the Barrow-in-Furness Insurance Committee—M.B.E. Mr. Davison will be remembered by our readers as an authority on old bell-metal mortars.

MR. W. K. MAGER (Mager & March, Ltd.), wholesale and retail chemists and druggists, Queenstown, Cape Province, has resigned

his membership of the Colonial Pharmacy Board. The Board passed a resolution accepting Mr. Mager's resignation with regret, and conveying to him an expression of its appreciation of his long and faithful services as a member. Mr. Mager's service as a member has attained a total of twenty-five years and nine months. It is of interest to recall that the business of Mager & March can fairly claim to be one of the historical business houses of the Border, having had a successful and continuous career of more than half



MR. W. K. MAGER.

a century. It was taken over by Mr. W. K. Mager in the year 1880, being the year the East London and Queens-town Railway was opened for traffic. Mr. Mager has been actively associated with the practical management of the business ever since, and has seen it grow from a small concern to one of the leading drug-houses in that part of the Union. In July 1919 the business was converted into a private limited liability company, and still continues to expand and flourish. Mr. Mager remains its managing director, and he has just returned to Queenstown from a three months' holiday at the Cape. It is to be hoped he will continue to enjoy his present good health and the society of his large circle of old friends for many years to come. Mr. Mager is a native of Hampshire, where he was born in 1849; he served his apprenticeship at Horncastle, qualifying in 1873.

Births.

ARNOLD.—At Fern Lodge, Orpington, on April 8, the wife of Ernest F. J. Arnold (R. W. Greeff & Co.), of a son.

KIRKWOOD.—At 103 Cheriton Road, Folkestone, on April 5, the wife of John Kirkwood, of a daughter (granddaughter to Mr. J. W. Stainer, Ph.C., F.C.S., great-granddaughter to Mr. John Stainer, J.P., M.P.S., Folkestone, and great-great-niece to Mr. George Ward, Ph.C., F.C.S., Leeds).

MCBRIDE.—At 58 Malden Road, New Malden, on April 9, the wife of R. Best McBride, pharmacist, of a daughter.

Marriage.

WEBBER-ROSSITER.—At the Congregational Church, Honiton, on April 2, Frank Harold Webber, M.P.S., younger son of Mr. W. C. Webber, Honiton, to Mary, only daughter of the late Mr. T. E. Rossiter, F.S.M.C., M.P.S., Tiverton.

Deaths.

BAXTER.—At Bourne, Lincolnshire, on April 10, Mr. Thomas Moore Baxter, J.P., chemist and druggist, West Street, aged sixty-six. Mr. Baxter, who was the son of a chemist at Wisbech, qualified in 1874, and then joined a relative in managing a business at Brighton. In 1878 he acquired the business of Mr. R. M. Mills, chemist and druggist, Market Place, Bourne, and continued it as Mills & Baxter. He was a member of the local urban district council, and for twenty years was a director of the Bourne Gas Co. In 1915 he was elected chairman of the council, and was appointed a magistrate. For nearly thirty years he was vicar's warden at the Abbey Church, and he was also Deputy Worthy Master of the Bourne branch of the National Conservative League. In recent years Mr. Baxter held office as Vice-President of the local tradesmen's association, and as a member of various Fen drainage boards. The funeral took place on April 13.

COOMBS.—At Great Missenden, on April 13, after a brief illness, Mr. George John Coombs, chemist and druggist, High Street, aged fifty-six.

CORNELL.—At 156 Norwich Road, Ipswich, on April 9, after a lengthy illness, Mr. Philip Percy Cornell, a director of Cornell & Cornell, Ltd., chemists, 14 Tavern Street, aged forty-six. Mr. Cornell was a son of the late Mr. Philip Cornell, chemist and druggist, and a grandson of Mr. Philip James Cornell, who had carried on the business in Tavern Street for some years prior to his death in 1868. Shortly after Mr. Philip Cornell's death, which took place twelve years ago, the business was converted into a limited company. Mr. P. P. Cornell was of a genial and unassuming disposition, and had a large circle of friends. He was well known locally as an athlete, and was especially distinguished as an all-round cricketer. He leaves a widow.

DAY.—At Montgomery, on March 26, Mr. James Alfred Day, chemist and druggist, aged fifty-four. Mr. Day was a native of St. Albans, where he served his apprenticeship with the late Mr. Henry Lewis, chemist and druggist, whose death is also notified in this issue. He came to Montgomery from London a few months ago, and took over the business of Mr. Nash.

GUILER.—At Belfast, on April 9, Mr. Jacob Guiler, father of Mr. James Guiler, M.P.S.I., 39 Ormeau Road, aged eighty-four.

HEADING.—The death is announced of Mr. Charles Heading, a retired South Australian chemist, at the age of seventy-one. Mr. Heading was born at Spaldwick, Huntingdonshire, and served his apprenticeship to the late Mr. Charles Bryant, Huntingdon. He emi-

grated in 1882, and carried on business in Port Adelaide for many years.

HICKMAN.—At 77 Howard's Lane, London, S.W. 15, on March 22, Mr. William Hickman, Ph.C., aged eighty-one.

JACKSON.—The funeral of the late Mr. J. T. Jackson, chemist and druggist, 97 Fore Street, Ipswich, whose death was recorded in our last issue (p. 61), took place at Ipswich on April 7, the first part of the service being held at St. Clement's Church. The Ipswich and Suffolk Chemists' Association sent a wreath, and was represented at the church by Messrs. C. Smalley (President), J. A. Symonds (secretary), J. C. Wiggan, Ph.C., G. N. Edwards, M. Oldfield, and J. McVie Hill.

KING.—The death is announced of Mr. John King, pharmacist, Ballarat, Victoria, aged sixty-nine. Mr. King, who was a native of Paisley, had spent practically the whole of his life in Ballarat, and was one of the first chemists to be registered in Victoria.

LEWIS.—On April 8, Mr. Henry Lewis, chemist and druggist, aged seventy-two. Mr. Lewis, who was registered as being in business before August 1, 1868, had a pharmacy for many years in St. Peter's Street, St. Albans. He had of late been living in retirement.

MCCLELLAND.—At his residence in Dublin, on April 13, Mr. John Alexander McClelland, M.A., D.Sc., F.R.S., professor of experimental physics at University College, aged fifty. Professor McClelland, who had a distinguished career, was announced as lecturer on "Ions and Nuclei" at the Royal Institution of Great Britain in London on April 16, the engagement having been postponed to that date on account of his illness.

PAXTON.—At his residence, 40 Primrose Hill Road, London, N.W. 3, on April 9, Mr. George Paxton, of the firm of Curry & Paxton, opticians, 195 Great Portland Street, W. 1, and a director of Parke's Drug Stores, Ltd., 65 Harwood Street, N.W. 1, aged seventy-one.

PEARSON.—Recently, after two days' illness, Mr. Oswald Pearson, assistant for seven years with Boots, Ltd., at Clapham, London, S.W., aged thirty-seven. Mr. Pearson leaves a widow and two children.

PLACE.—At 13 Oakfield Road, London, S.E. 20, on March 22, Mr. John Newton Place, chemist and druggist, aged seventy-one.

RICHMOND.—At 19 Paget Street, Wolverhampton, on March 19, Mr. William Wilkinson Richmond, chemist and druggist, aged sixty-seven.

STACEY.—In London, on April 12, Mr. James Austin Stacey, late secretary of the Early Closing Association, aged sixty-four. Mr. Stacey was appointed assistant-secretary of the Association in 1876, and became secretary in 1880. He retired, on account of ill-health, in 1913, and was succeeded by Captain Albert Larking.

VINT.—At the London Hospital, London, E. 1, on April 8, Mr. Arthur L. Vint, son of the late Mr. T. D. Vint, chemist and druggist, Hastings. Mr. Arthur L. Vint was senior assistant at the Broadway branch of Mr. S. F. Body, chemist and druggist, Southend-on-Sea, for several years; his loss will be deeply regretted by his many friends in the Southend Association of Pharmacists, of which he was assistant-secretary. Death occurred suddenly during an operation. The funeral took place at Hastings, among the senders of wreaths being Body's Pharmacies and the local Association.

WATSON.—At 297 Norwood Road, Herne Hill, London, S.E. 24, on April 9, Matilda, the beloved wife of Mr. J. R. Watson, M.P.S. (superintendent chemist, Francis & Son, Ltd., chemists, Brixton, S.W.).

MR. JOHN MACKINTOSH, J.P., Halifax, of John Mackintosh, Ltd., toffee manufacturers, left 254,563*l.* 11*s.* 2*d.*, the net personality being 219,411*l.* 8*s.* 5*d.*

SPEAKING recently at a meeting of the Blackburn Chamber of Trade, Mr. C. A. Critchley, Ph.C., advocated a continuance of the present shop hours. He recalled that a customer entered his shop one morning as early as 2.30, while he was superintending emergency alterations.

Trade Notes.

THE telephone number of R. Leconte & Co., 7 and 8 South Street, Finsbury, London, E.C. 2, is now Clerkenwell 1588.

BELDAM RUBBER SPONGES are advertised in this issue by the Beldam Tyre Co., Ltd., Brentford. The sponges are made in five sizes.

ACID SODIUM PHOSPHATE as a substitute for cream of tartar and citric and tartaric acid is advertised by Mr. Leslie W. Burdick, 22 Great Russell Street, London, W.C. 1.

TUBE-FILLING MACHINERY.—Brooks, Peel & Co., Ltd., 24 City Road, London, E.C. 1, have in operation in their showrooms the machines they manufacture for filling collapsible tubes.

THINULENE, a remedy for double chin and general obesity, is one of the articles advertised in this issue by the Sewell Toilet Preparations, 37 Berners Street, London, W. 1.

EXAMINATION TUTOR.—Mr. C. A. Scurr, 40 Courthope Road, Hampstead, London, N.W. 3, advertises his correspondence course and individual tuition in the subjects for the Qualifying examination.

GRASSHOPPER OINTMENT AND PILLS.—These proprietaries will in future only be obtainable in the 1s. 3d. and 3s. sizes. This is explained in the announcement of Albert & Co., 73 Farringdon Street, London, E.C. 4.

HYDRATED MAGNESIA.—Through an oversight incorrect prices for hydrated magnesia were given in Parke, Davis & Co.'s advertisement in our last issue. The correct retail protected prices are 8 oz. 1s. 6d., 16 oz. 2s. 6d.

PHILIP JOSEPH & SONS, LTD., shop fitters, 93 Old Street, London, E.C. 1, have a further supply of the ivory pocket rules referred to recently in the *C. & D.*, and will be glad to send one to each chemist who applies.

CATALOGUE.—May, Roberts & Co., Ltd., 7-13 Clerkenwell Road, London, E.C. 1, are shortly distributing their new catalogue of proprietary goods. Chemists will ensure a copy if they send a postcard request to the company.

WHOLESALE DRUGGISTS' STOCK.—The stock of John Ismay & Sons is to be sold by auction at Newcastle-on-Tyne on April 19 and three following days. Some of the items are given in the auctioneer's announcement in this issue.

KILMER'S SWAMP-ROOT.—Supplies are now obtainable of this proprietary article. Kilmer & Co., Marylebone Road, London, N.W. 1, refer in their advertisement to a bonus offer which is applicable in the case of the 1s. 3d. size.

CARVER'S TONIC SALTS.—John Crampton & Co., Ltd., Deansgate, Manchester, offer to send a free tin of Carver's tonic salts to chemists who apply to them for terms. A special discount of 5 per cent. is allowed on orders sent during April.

BOTTLE SUPPLIES.—The Lancashire Automatic Glass Manufacturing Co., Ltd., 42 Spring Gardens, Manchester, make an interesting announcement regarding supplies of medicine-bottles, which will be available from their new works in September.

BUTCHER'S PHOTOGRAPHIC CATALOGUE.—W. Butcher & Sons, Ltd., Camera House, Farringdon Avenue, London, E.C., have issued their photographic catalogue for 1920, and will send a copy to any photographic chemist who has not already received one.

KOKO FOR THE HAIR.—Koko-Maricopas Co., Ltd., 16 Bevis Marks, London, E.C. 3, publish the revised prices of Koko for the Hair, which came into operation on April 2. The minimum protected retail prices are now 1s. 6d., 3s., and 5s. 6d.

"CHRISTY'S MONTHLY," the house-organ of Thomas Christy & Co., 4, 10 and 12 Old Swan Lane, Upper Thames Street, London, E.C. 4, has been re-issued. The first

number of the new series is dated April, and deals mainly with new lines. Chemists who intimate their wishes can be supplied with the copies as published.

CHRISTY'S NEW LINES.—"Forhans for the Gums" is a new article which Thomas Christy & Co., 4, 10 and 12 Old Swan Lane, Upper Thames Street, London, E.C. 4, are introducing to the British market. It is a dental cream, packed in collapsible tubes at 2s. 6d., especially devised as a preventive and for the treatment of pyorrhoea. It is used morning and evening by applying a little to the end of the index finger and working the cream into the gums and round the necks of the teeth. An advertising campaign is being undertaken which is likely to bring demands from chemists for this remedy. Miller's Musterole is a paste medicated with mustard and employed in place of mustard plasters in the treatment of coughs, croup, rheumatism, lumbago, and neuralgia. It stimulates without blistering. The retail price is 2s. 6d.

Information Department.

INFORMATION WANTED.

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

D/124. Haines' specific for drunkenness.	D/84. "Marsola"
L/124. Hide preservatives: makers	M/94. Ferkenof's Clinicals Reg. No. 52
A/134. Disc-bases (earthenware or glass) for compact face-powder: makers	W/104. "Fleurs de France" (one-drop perfumes)
L/134. "Motor Car" braud disinfectant	B/144. MacLay's pastilles
C/124. "Respirin" for asthma	B/144. Serphol
K/144. Martins' hygienic mixture	S/144. Hargreaves' reducing wafers
	B/104. "Alston" tablets
	M/124. Suspensory Bandages, No. 81a, large

INFORMATION SUPPLIED.

Inquiries regarding the following articles have been answered. The information as to supply will be given to others who send stamped, addressed envelope to the Information Department, THE CHEMIST AND DRUGGIST, 42 Cannon Street, London, E.C. 4:

Barium sulphide, 202/69	"Nujol," 182/29
Bell's floral spray, 198/31	Nurses' outfits, 188/19
Benzoic acid, 205/273	Phenol, 205/277
Bile beans, 192/2	Phthalic anhydride, 205/278
"Caljoy" corn cure, 204/4	Plasma seawater, 185/43
Carbolic acid, 205/27	Plaster of Paris (superfine), 189/18
Carver's little liver pills, 200/63	Plumbago, 182/38
Castile soap, 201/38	Sodium bisulphide, 158/3
Castoreum capsules, 198/29	Sodium morrhuate, 147/65
Chloral hydrate, 205/275	Sodium salicylate, 205/274
Chloramine, 205/27	Solution pautaberge, 172/23
"Cirola Bark Extract," 198/28	"Solvo" toilet-paper, 116/33
Citric acid, 198/276	Sozodont tooth-powder, 123/18
Coelinea, 205/277	Spirit-return books, 134/10
Cod-liver oil, 205/27	Sprays for disinfecting theatres, etc., 169/59
"Formagene" tablets, 190/46	Syrup polyformate co., 189/20
Glycerophosphates, 205/279	Tartaric acid, 198/27
Grimault's syrup, etc., 195/15	Taylor's cimolite, 190/38
Grindeline asthma remedy, 172/73	Tea-and-milk tablets, 187/53
Gum sandarac, 181/49	Tea-seed oil, 192/45
Gum tragacanth, 205/27	"Tetra" bandages, 163/31
Hæmatoxylin crystals, 198/62	"Therapion" (French inquiry), 167/25
Hemthorn's bronchura, 184/29	Thermometers, 192/52
Hewrod's asthma cure, 192/1	"Thermos" flask, 192/6
Hogarthis, Dr., expanding braces, 203/72	Thermos vacuum flask, 133/18 and 134/64
Horsford's acid phosphates, 182/30	"Throatlets," 172/1
Idogen, 191/74	Tinker's dog mixture, 161/24
Ingulin, 184/17	Trusses, 128/29
Izal, 204/7	Trypsogen tablets, 162/67
Matiere, 191/72	Tubersol, 163/35
Melville's ossiline, 199/52	"Ujah," 154/50
Menthagene, 199/53	Valentine's walnut stain, 186/51
Menthol crystals, 205/273	"Vana" wine, 133/51
Metal fasteners, 198/2	Vanillin, 197/71 and 205/27
Milk-sugar, 198/27	"Vanoleum," 177/30
"Moorland" brand bismuth tablets, 199/54	Van Vleck's specialties, 116/20
Naphthaline balls, 187/63	Vegetaline, 151/62
Nargol, 181/20	"Vegetine," 172/3
"Nervita," 171/65	"Vigoron," 171/17
Nitre cake, 205/27	Vin sacro, 171/17
Nitric acid, 205/274	Virol, 153/64
Novaspirin, 204/3	

Observations and Reflections.

By Xrayser II.

Last Week' Council-meeting

was rich in points of interest. The satisfaction with which the financial statement was received was not unnatural if regard be had to the total amount of income only; but Mr. White's arithmetic was sadly at fault when he said it was twice that of any previous year (to have doubled last year's it would have had to be over 5,900*l.* more than it actually was), and a good many of the items that made it up are not at all satisfactory. The improvement is due to more or less temporary and largely accidental causes—the increase in examination- and registration-fees, in members' subscriptions, and in school-fees and grant. These may continue to increase for a year or two yet, but not permanently to anything like the same extent; while the decline in other sources of income—from investments, etc.—is more likely to continue than not. Mr. Melhuish was quite right in contending for a contingency fund. May I add, under this head, a correction of an obvious clerical error in my last week's note headed "2,000 New Men"? For 25*l.* read 25,000*l.*

The Unjust By-law

is now an accomplished fact, having been approved by the Privy Council and so brought into operation. The details of every individual application for registration are not, as might have been anticipated, to be considered in full Council, but only in Committee, to which reporters are not admitted. This iniquitous law, "built in th' eclipse and rigged with curses dark," is, in short, to be administered in appropriate secrecy. The Council will, I presume, publicly endorse the decisions of the Committee, but that is all. This is an additional reason, if one were wanted, for sending to the Council as many men as possible who are opposed to the by-law and will restrict its action to the utmost of their power. Mr. Wolff must be thanked for eliciting the facts on which this note is founded.

The List of Candidates

for election to the Council is regrettably long, and if all go to the poll the result is certain to be disastrous. The "Journal" significantly remarks that it shows "the multiplication of practical issues" before us. This is drawing not one red herring but a whole barrelful across the scent. For men of statesmanlike mind there is but one issue to be considered, and that is the reform of the Council. It will be lost sight of if this "multiplication" of issues is admitted. Twenty-two candidates for seven places, all striving to advance some pet scheme or personal fad (to say nothing of personal ambition), are like a crowd fighting for entrance into a bus, which is not at all the sort of fight we want. I wonder whether all these men are self-impelled? Has the thing been engineered from above for the express purpose of queering our pitch? At all events, the Progressive leaders ought at once to choose from the lot a list of seven men who will support their policy, and such of the remainder as persist in their candidature should be treated as adherents of the dominant party in the Council. Failing this, it would be best to make certain of the return of Mr. Hines and one or two such personal friends of his as he selects, and let the rest go. The dead-set against him becomes more apparent every day, and must be defeated at all costs.

The Walrus and the Carpenter,

it will be remembered, deeply sympathised with the oysters, but went on eating them all the same. The Council goes little further than sympathy with the Manchester men. It will "meet these candidates in every possible way" except the only one proposed, but it suggests no other, and, indeed, there is no other that seems feasible. The petition does not look unreasonable, and one would like to know precisely on what grounds it is held to be impracticable. Expense alone ought not to bar the way, considering that it is on

the fees paid by such men that the Society lives. Surely Manchester could furnish all that is required for the examination except the examiners themselves, and a half-yearly visit to Manchester by these would not be a very serious expense. The least the Council can do is to state a little more explicitly how they propose to "minimise the difficulties" of these "young fellows." The suggestion that most of them have friends in London is almost an insult to the petitioners.

Mr. Rowsell's Address

at Salford on "Proprietary Articles Trade Association Matters" may have been interesting, but its interest appears to have been mainly of an academic character; practically, it was of about as little use as his address on professional matters at Manchester. The formation of the P.A.T.A. is ancient history; what he said of profits on patents is equally old stock; and his "hope" of a speedy settlement of the 1½ per cent. charge by wholesalers is of the kind that makes the heart sick. Hope seems to be a congenial atmosphere with Mr. Rowsell, and, if we could live on air, he would doubtless cater satisfactorily for us; but, unfortunately, we require a more substantial fare, and if he has none to offer us this is another reason why we should not vote for him next month. He is, moreover, a typical official candidate, an almost ideal supporter of the *status quo*; his mental attitude is retrospective; his present policy consists apparently in this: one locality, one price-list, and the scratching out of incorrect prices on patents; while, as for the future, he has always "hopes." Nothing could be more amiable or more futile. This is not an attack on Mr. Rowsell; his significance lies, as I said, in the fact that he is a type of those with whom he stands, who are precisely the kind of representatives we do not want at this juncture. We want forward-looking men and men of courage, such as Mr. Hines. We need not be afraid of revolution; there will be plenty of "safe" men left on the Council, whatever happens—too many, in fact, for experience has shown that from them—paradoxical as it sounds—revolution is most to be feared.

Sir Thomas Barclay's Survey

of the affairs of Southall Bros. & Barclay, Ltd., carries me back over considerably more than half the period of the existence of the business, for he remains, I think, more vividly in my mind than any of the representatives of distant wholesale houses whose acquaintance I made during my apprenticeship, and if ever I write that interesting book I have sometimes contemplated, "Commercial I Have Known" (which is most unlikely), he will have the foremost place in it. Next to him, perhaps, will come Mr. Glenie, of Cleaver & Co., by way of contrast, but Sir Thomas will be a good way ahead of all the rest. Such energy and forcefulness as his, such amazing vitality, are rarely met with, even on "the road," and it may assuredly be said that he has been one of the chief contributors to the success of his firm. He reminded me of "the small concentric fiery force" of "The Fighting Téméraire" sonnet, and, though it is something like fifty-four years since I saw him last, I believe I could draw a recognisable portrait of him now. I am glad to see him still "going strong."

The Fundamental Principle

of homœopathy is not a new discovery. It has been held sporadically for centuries, if not since men first practised medicine; as is exemplified in the old adage about "a hair of the dog that bit you." No doubt it has some justification in fact; as "Medicus" says, the proof of the pudding is in the eating. The same remark applies to infinitesimal doses. The fact that we do not understand how such doses act is no proof that they do not act, and if experience says they do we have as much reason for adopting them as we have for desiring vitamins in our diet. We do not know precisely what vitamins are, and cannot therefore know how they act; that they do act has been shown by experiment, and that, for practical purposes, suffices us. The further questions as to their constitution and mode of action are of great interest, but their solution is not necessary as a reason for desiring vitamins in our food.

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Editorial Articles.

Council Candidates.

THE list of candidates for the Council election of the
Pharmaceutical Society of Great Britain was given in
the C. & D. last week, which number also contained the
report of the Council meeting at which the nominations
were announced. The outstanding points about the list
are the large number of candidates and the proportion of
employé candidates. The two factors which have in-
fluenced nominations seem to be dissatisfaction with the
present Council on the unjust by-law question and the
great interest which non-proprietor members have taken

in the affairs of the Society since the war. The difficulties which the voters are faced with are very great, and it is necessary to give close attention to the claims of the candidates. The election will be fought mainly on the "unjust" by-law question, the approval of which by the Privy Council was by a coincidence announced at the same meeting of Council as that at which the Council candidates were named. Six of the candidates are members of the present Council, and five of these are councillors who pride themselves upon admitting to the Register of Chemists and Druggists a large number of unexamined persons who need not necessarily have had any experience of the business of a chemist and druggist. Not only was the principle of the Pharmacy Acts—qualification by examination—violated, but these five members subscribed their names to a circular which denied to minority members of the Council the right to hold opinions contrary to those held by the majority. Moreover, these men are five of the seventeen councillors who threatened to wreck the Society if the members refused to confirm the Apothecaries' assistants by-law at a general meeting. As a matter of fact, the members would have had no difficulty in defeating the by-law had it not been for a political ruse which stands also to the discredit of the five members (among seventeen) who employed it. If members of the Pharmaceutical Society are true to their oft-expressed disapproval of the unjust by-law and the manner in which it was pushed through, they have now an opportunity of showing five of the councillors at least that the members are the real masters of the Society's policy, and that councillors cannot with impunity flout the opinions of the electorate. This is the first Council election at which the members of the Society have had an opportunity of expressing their opinions on the great betrayal. The by-law party are hoping that the passage of time has dimmed the memory of the members, and they are preparing to make a great effort to secure re-election so that it can be said that the majority of the members of the Society agree to the admission of unexamined persons to the Register of Chemists and Druggists. The only safe thing for voters to do, if they disagree with the by-law policy, is to cross out the names of these five councillors, who will be recognised in the voting list by the asterisks attached to their names. One name, however, with an asterisk attached—that of Mr. F. G. Hines—should be left in the list, as the representative of the four councillors who had the courage to stick up for the rights of chemists against underground and unhealthy attacks from the seventeen councillors who "sold the pass." The new candidates include the name of Mr. A. Keith, who was chairman of the By-law Protest Committee, and he should receive a vote from members who admire the plucky stand the Committee made against the confirmation of the by-law. Of the other candidates Mr. Herbert Antcliffe is a well-known institution pharmacist, and Mr. Robert Fouracre is the chief pharmacist at the Westminster Hospital. Mr. Fouracre also claims support from non-proprietor members. The other assistant candidates are Messrs. D. N. Fullerton, John Todd, and George L. S. Spence, of the Amalgamated Society of Pharmacists, Drug and Chemical Workers, and Mr. John Gilmour, who belongs, we believe, to the National Warehouse and General Workers' Union. A new feature in the list of candidates is the names of Mr. Percy Sparks and Mr. Edwin S. Waring, directors of one or other of the Boots companies. As Boots, Ltd., pay the membership subscriptions of several hundred chemists in their employ, these two candidates have a right to expect support from Boots' chemist

members. Mr. Harold E. Beswick is a chemist optician, and Mr. Charles Davis one of the new members of the Local Associations Executive Committee. Mr. Thomas Hardy is best known in Scottish pharmacy circles. Mr. H. O. Lloyd is a well-esteemed Birmingham man, Mr. Malcolm M. Irvine the owner of a large school of pharmacy at Glasgow, while Mr. Clement W. Ridyard is remembered for the fight he put up against the "mile-limit" clause in the National Insurance Act Regulations. The acid test of all candidates should be an unqualified expression of disagreement with the policy of the unjust by-law. Members have a right to the definite assurance that the rights and privileges of chemists shall not be further whittled away. We are asking the new candidates to let us have their reasons for seeking election to the Council, and we hope to publish these in the *C. & D.*, so that members can have a clear idea of the views of those for whom they vote.

Bulgarian Otto of Rose.

THE recent weakening in the price of Bulgarian otto of rose appears to have aroused the interest of consumers who, owing to scarcity and prohibitive prices during the war, had to adapt their formulas to the use of synthetic substitutes or the French product. With regard to this latter preparation, scepticism has been expressed in some quarters as to whether there really was marketed in commercial quantities during the war a genuine French distilled oil of rose, and it has been suggested that much of that on offer was a factitious product. It is certainly true, however, that French otto of rose has been prepared in considerable quantities and at favourable prices, although, of course, from a non-official species of rose—*Rosa centifolia*. There is every reason to believe that at the present time the supply of Bulgarian otto in this country is largely in excess of the demand, and to this must be attributed the lowering of prices. If we turn to the United States we find a similar state of affairs. The New York "Drug and Chemical Markets" of March 17 points out that:

In New York City alone, at the present time, estimates place the quantity of rose oil available for the American perfumer and other consuming industries as sufficient to take care of demands for the next three or four years. Shipments of Bulgarian otto have been flooding into the United States during the last few months in unprecedented volume. . . . With the coming of peace and the removal of the blockade Bulgaria saw in the accumulation of otto an opportunity to supply her starving people with food. The United States being the only nation in a position to furnish the necessary products, negotiations were opened with the American Food Administration, and a commission of the Bulgarian Government was established at New York for the purpose of directing the exchange of Bulgarian otto for American food.

These facts have been known for some nine months, as we gave similar information in the *C. & D.*, July 12, 1919 (p. 51). From this it would appear that a slump had set in, and certainly it could be argued that, as consumers had succeeded in doing without Bulgarian rose oil for five years, there seems no adequate reason for them again to revert to it on so large a scale as formerly. At the same time the distinctive odour of the true otto will always enable it successfully to withstand competition from the laboratory provided the price is reasonable. It should be noted that the present state of the market is by no means a guide to the production of otto of rose in Bulgaria. As we have pointed out in the *C. & D.* on previous occasions with regard to Spain and other countries, peasants are finding more lucrative employment for their land and

energies. This is also true in Bulgaria, where the peasant rose-growers have discovered that tobacco and cereals provide better recompense for their labour than the cultivation of rose-fields. We give the following statistics from the report of a well-known firm of distillers referring to the Bulgarian production for—

	1915	1916	1917	1918	1919
Kilos ...	3,730	4,100	3,020	2,560	1,845

These figures are significant, inasmuch as they show a substantial decline in production from 1916 onwards, and it is improbable that any increase can be anticipated for the reason indicated above. Consumers would be well advised therefore to consider whether, when the present stocks in this country have been exhausted, it may be necessary to draw upon American stocks. A large portion of the stock held in the United States is adulterated, but of this fact consumers are well aware, and the prices vary accordingly.

Taxation on Alcohol.

THE rebate of part of the duty is allowed on the spirit used in the manufacture of tinct. zingib. fort. or ess. zingib. This tincture was, in the *C. & D.*, April 3, (p. 83), erroneously included with tinct. aurantii as one upon which the whole duty must be paid. We find that the official list of preparations upon which repayment of duty can be claimed includes tr. zingib., syr. zingib., and ext. zingib. liq., and, although tr. zingib. fort. is not mentioned, it is obvious that claims for this tincture are on the same basis as the weaker tincture and the stronger fluid extract.

Dispensing Chemists' Duty to their Customers.

THE case of the young man who recently brought an action for damages against a doctor of medicine and the chairman of a board of guardians for having been the means of having him confined in a lunatic asylum at a time when he was sane has attracted a good deal of notice. The least eccentric of us may well have an uneasy feeling that a similar accident could overtake us at any time. The facts were that the doctor in good faith certified the young man to be insane, and the chairman of the board of guardians acted in good faith on the certificate. Thus the young man's confinement in the asylum came about. As the case is understood to be under appeal to the House of Lords, any comment upon the legal position of the parties would be out of place; but the incident suggests a consideration of the position of a dispensing chemist under like circumstances. Suppose a duly qualified medical man furnishes one of his patients with a prescription, which the patient takes to a duly registered chemist to be made up, and suppose it turns out that, although the medicine was made up in accordance with the prescription, it was in fact noxious and caused injury to the patient who took it, what is the position of the chemist, assuming, of course, that he acted in good faith in dispensing the medicine? Although the law is not so clearly fixed in detail as it might be, it can be said that the chemist is under an obligation to exercise due care and to display the ordinary skill of a member of his profession in making up the medicine. If he fails in either of these respects he may be liable to pay damages to the customer. But he would not be liable unless he did so fail, and it would rest with the customer to prove the failure. The fact that the doctor who wrote out the prescription was a duly qualified medical man would be a factor to be taken account of in settling whether there was negligence or want of skill on the part of the chemist, but it would not free the chemist from the liability he is under to a customer to dispense medicines with care and skill.

A MEDICAL CORRESPONDENT of a Midlands paper recommends a 2 per cent. alcoholic solution of picric acid for soft corns, and a 20 per cent. salicylic-acid ointment, with a paraffin basis, for callosities.

Medical Gleanings.

Treatment of Boils and Carbuncles.

STAPHYLOCOCCIC INFECTIONS have been treated with great success, according to Reynolds (*"Lancet,"* 1920, p. 628), who recommends dilute sulphuric acid, made by adding three fluid ounces of strong acid to 29 fluid ounces of water, the dose being mxx. to mxxx., diluted with a wineglassful of water. Smaller doses of a weaker strength acid are of no use whatever. Reynolds states that throughout his experience the treatment has always been well tolerated, and without exception proved successful.

Drug Idiosyncrasy.

OPENING a discussion at the meeting of the West London Medico-Chirurgical Society on idiosyncrasy to drugs, Sir William Hale-White divided idiosyncrasies into two classes—apparent and real. The former are sometimes explained by the impurities, or varying composition of drugs, ergot, digitalis, lead, and opium being examples. Apparent idiosyncrasies may also be caused by disease. Passing to genuine idiosyncrasies, reference was made to iodides—half a grain daily for two days had caused iodism, while 300 grains a day had been given without any symptoms of it. The idiosyncrasy of some persons to aspirin and zinc sulphate was also referred to.

Picric Brass in Lupus.

AFTER giving a *résumé* of his researches, the mode of action and limitations of "picric brass" (*C. & D.*, May 17, 1919, p. 53), Mr. H. A. Ellis (*"Lancet,"* 1919, p. 827) relates his search for a more potent preparation, by the addition of zinc and copper. It was found that when the balance was altered the paste could be made more destructive, but it had lost its selective character, and its penetration had also disappeared; the destruction of the tissue became uniform, and the specific character of the action had been changed. The paste also caused more pain; in fact, had become an ordinary caustic. As far as could be ascertained, the greatest effect compatible with its specific nature had been reached. Experiments were made with the nitro-phenyl series, but without success. Eventually the sulpho-phenyl series was investigated, and the material sought for was found in a saturated solution of picric in sulphanilic acid and a subsequent addition of 1 per cent. of carbolic acid. The combination has been named sulphanilic picric. Its destructive force is deeper and more extended than the picric-brass preparations, and it is possible that the two applied together reach the nodules in healthy tissue. The present method of application to an ordinary case of lupus is first to clean up the affected area by a few "bro" (brass-oil) fomentations at two or three days' intervals, and when the area has been cleaned up in this way the selected piece of tissue where treatment is most desired is rendered anæsthetic by applying adrenalin and cocaine or other local anæsthetic. After drying off the moisture the sulphanilic picric is applied with a glass rod, and a short interval is allowed while it penetrates the tuberculous tissue. If the surface is broken and not sufficiently anæsthetised, the pain may be considerable, but bearable. If the surface is unbroken the pain is usually slight. The time of waiting for the picric to penetrate is from five to ten minutes. The sulphanilic gradually stains the affected tissue yellow. The way in which it picks out the tuberculous invasion is quite interesting. If the area is reasonably small and the destruction of the tuberculous tissue the primary consideration the whole area is then dressed with brass paste under strapping, in the usual way, or, if a lesser action is desired, it may be smeared over with the picric brass and left exposed, in which case the action is not so vigorous. If the case is at all a bad one and extensive deposits exist it is better to apply a bro foment or even to only paint it over with the bro. These applications are made twice or thrice weekly, as circumstances dictate, with occasional rests so as to be sure what progress has been made.

Business Changes.

MR. J. F. MARLAR, chemist and druggist, Colchester, has removed to 64 North Hill.

THE CARAVEL CO., INC., dealers in chemicals, dyestuffs, and drugs, New York, have opened a London office at 110 Cannon Street, E.C. 4.

CARGILLS, LTD., import merchants, Glasgow and London, have removed their London office from 79A Basinghall Street to 119/125 Finsbury Pavement, E.C. 2.

MR. A. R. POWELL, chemist and druggist, Grimsby, has taken over the business of Mr. T. G. Jones, chemist and druggist, Connah's Quay, as from April 12.

MR. R. STEVENS COATES, F.S.M.C., chemist and druggist, 169 Hemmingsford Road, London, N. 1, has purchased the business of the late Mr. J. H. Longman, Ph.C., Littlehampton.

MR. FRANK H. DAVIES, chemist and druggist, late of March, and previously in business in Wales, has purchased the businesses hitherto carried on at Lyndhurst (as W. H. Broomfield & Co.) by the widow of the late Mr. W. A. Elston, chemist and druggist.

S. M. SILVA, LIMITADA, the well-known Lisbon firm of exporters of pharmaceutical preparations and of medicinal plants, inform us that they have taken into partnership M. José Ventura dos Santos, who will be in charge of their new branch in Paris, which they are opening at 71 Avenue St. Ouen.

M. GIOVANNI BATTISTA VENTURA, of Bologna, informs us that he has liquidated his own business in order to assume the position of director of the section of manures and chemical products of the Società Agricola Italiana. With the collaboration of M. Ventura, this society proposes to develop further this branch of its commercial activities.

Mercuric Potassium Iodide Tablets.

By A. J. Jones, Ph.C.

TABLETS of mercuric and potassium iodide probably find a place in the current price list of every wholesale druggist or tablet-maker, but very little information is given about them beyond the statement that one tablet dissolved in a pint of water produces an antiseptic solution 1 in 1,000. As to what it is that is actually represented by this one part is scarcely ever stated in specific terms. The original idea, no doubt, was to provide a solution of $8\frac{1}{2}$ grains of the red iodide of mercury, dissolved in a pint of water by the aid of potassium iodide, but it is now also recognised as being correct to supply $8\frac{1}{2}$ grains of the "soluble iodide" in place of the simple salt HgI_2 .

In order to form some opinion as to the trade practice, a few samples of tablets were purchased from representative houses and recognised makers and examined. The results are given below.

The British Pharmaceutical Codex describes the salt $HgI_2 \cdot KI, 5H_2O$ as mercuric potassium iodide, and prescribes $8\frac{1}{2}$ grains for a pint of water to make the "1 in 1,000" solution. Martindale points out, however, that this salt is not really soluble, but resolves into $HgI_2 \cdot 2KI$ and HgI_2 when treated with water. It consequently requires more potassium iodide to be added if the solution is to be properly made. In most books of reference $HgI_2 \cdot 2KI$ is given as the formula for mercuric potassium iodide, which is generally spoken of as the "soluble salt," and it would seem the most reasonable course to supply the equivalent of this salt if the standard of the simple HgI_2 is not to be adhered to. In five out of the eight samples examined the equivalent of $8\frac{1}{2}$

grains of $HgI_2 \cdot 2KI$ to each tablet had evidently been prepared, although in one or two instances the quantity is not very accurately apportioned. One sample (A) gives the full $8\frac{1}{2}$ grains of the red iodide HgI_2 —in fact, a little in excess; and one (E) gives the equivalent of the salt required by the British Pharmaceutical Codex within a slight margin for error. Sample C might well be either this latter salt or the "soluble," but the error is in favour of its being the "soluble." Another sample (H) is rather interesting and, if it has not suffered from some accident in preparing the salt, it gives the impression that the makers intend to provide $8\frac{1}{2}$ grains of tablet preparation, irrespective of the mercury content. Although extreme accuracy in a preparation of this sort is not necessary, it is certainly desirable to know, when using these tablets, whether one is taking the equivalent of $8\frac{1}{2}$, $5\frac{1}{2}$, or 5 grains of HgI_2 , to quote the three types given. Whatever standard is taken is a matter of agreement, and, whether it be on the basis of $HgI_2 \cdot 2KI$, or even metallic mercury, is not material, so long as there is agreement, and so long as there is a definite understanding as to what 1 in 1,000 really means. Commercially, also, the pharmacist will not wish to be paying for approximately $2\frac{1}{2}$ grains of metallic mercury and receiving only one, and he will also question why he should supply 4 grains where $2\frac{1}{2}$ grains are acceptable. As pointed out above, the more general practice seems to favour the basis of the "soluble salt" $HgI_2 \cdot 2KI$, and it is suggested that this should be made authoritative.

MERCURIC POTASSIUM IODIDE TABLETS.

$8\frac{1}{2}$ grains in one pint = 1 in 1,000.

$8\frac{1}{2}$ grains or 0.557 grams of HgI_2 .

$HgI_2 \cdot KI, 5H_2O$ = 0.2567 gms. HgI_2 .

$HgI_2 \cdot 2KI$ = 0.1755

$HgI_2 \cdot 2KI$ = 0.14452

The quantities given below are for one tablet and are in grams.

Sample	Gross weight of tablet	Net wt. of HgI_2	Net wt. of KI	Net wt. of $HgI_2 \cdot 2KI$	As HgI_2	Excess KI	Gross weight of tablet
A	1.315	26.41	57.35	0.2275	0.424	0.1846	0.5023 HgI_2
B	0.771	17.05	34.14	0.1745	0.324	0.0215	0.3455 B.P.C. salt
C	1.121	15.76	33.9	0.1562	0.324	0.008	0.3427 B.P.C. salt
D	0.635	14.02	35.15	0.1445	0.3570	0.000	0.4015
E	1.159	14.34	57.73	0.1438	0.3570	0.000	0.4015
F	0.7223	13.43	47.23	0.1745	0.324	0.000	0.3455
G	1.1275	13.40	59.6	0.1341	0.3255	0.000	0.377
H	0.564	1.21	27.6	0.0622	0.2596	0.0214	Presumably an error in preparation.

Sample C contained a considerable amount of sodium, judged by qualitative test, but none of the others showed any trace of this element.

METHOD OF ASSAY.

In order to obtain a fairly representative test, twenty tablets are dissolved in water and the solution adjusted to 500 cc. This is necessary because tablets may occasionally vary a good deal among themselves.

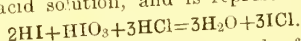
For the Mercury.—Formalin reduction as recommended by E. Rupp is employed. Fifty cc. of the solution, representing two tablets, which is a very convenient quantity, is run into a flask, mixed with 10 cc. of formaldehyde (50 per cent. solution), and brought to the boil. The flask is then removed from the source of heat, 15 cc. of 20 per cent. solution of caustic soda is added, and the flask covered with a watch-glass. The whole is thoroughly well rotated, then set aside for an hour or longer to complete reduction, to cool, and for the reduced mercury to settle. If the flask is not covered, traces of mercury will volatilise with the escaping steam. When a comparatively small flask is used a distinct film of the metal, or small particles, may be observed in the drop of condensed water suspended from the covering glass after cooling. It is, therefore, not good to boil when effecting reduction. The mercury is filtered off through a good retentive filter in the ordinary way. Suction is not necessary, because the liquid runs well without it, and it is remarkably easy to lose mercury in this way. Small

quantities have a way of escaping through the paper, or mat, under pressure; and they are invisible to the eye until the filtrate has stood for some little time, and so allowed the very finely divided metal to settle and accumulate. After rinsing the reduction flask with distilled water, and pouring on to the filter—three rinsings are sufficient—the filter is carefully removed and transferred to the original flask. The mercury is dissolved by 10 c.c. of nitric acid (sp. gr. 1.42), and when solution is complete 20 c.c. of water is added, followed by about 5 c.c. of 2 per cent. permanganate. The liquid should retain a strong pink colour for some few minutes. It is then bleached perfectly white by the addition of a small crystal of sodium nitrite (NaNO_2), diluted to about 70 c.c. or 80 c.c. with water, and once more rendered permanently pink—that is to say, will retain the colour for over five minutes—by adding the permanganate drop by drop. If more than the faintest perceptible tint remains it is reduced to this by a drop or two of 1 per cent. NaNO_2 . The mercury is then titrated with N/10 sulphocyanide solution, using ferric alum as indicator.

1 c.c. N/10 sulphocyanide = gm. 0.01003 Hg.
 gm. 0.02272 HgI_2 .
 gm. 0.03237 $\text{HgI}_2 \cdot \text{KI}$; $\frac{1}{2} \text{H}_2\text{O}$.
 gm. 0.03932 $\text{HgI}_2 \cdot 2\text{KI}$.

Until the above procedure for oxidising the solution was adopted, results were always lower than those obtained by digesting with iodine. The advantage of using the sulphocyanide method is that solution of the mercury is better under control. With iodine one can never see when the metal has been completely taken up, and if it should be sufficiently agglomerated to settle out apart from the filter pulp, it is frequently in a condition to resist attack from the iodine for quite a long time. This remark applies more particularly, however, to some other salts of mercury, and when one is dealing with larger quantities than are taken in the present instances.

For the Iodine.—The most convenient method to employ is the iodate reaction described by L. W. Andrews ("Journal Am. Chem. Soc.," xxv., 756). It must occur in strongly acid solution, and is represented as follows:



The strength of the acid at the end of the reaction should be at least 15 per cent. hydrogen chloride, or, say, half the volume of the titrated liquid at the end point of the reaction should be hydrochloric acid B.P. Since the iodine content of the tablets may be considerably in excess of the theoretical, it is best to take only 10 c.c. of the above solution for the test; a second test with 25 c.c. can be made afterwards if found desirable. Of the solution 10 c.c. is accurately delivered into a 6-oz. bottle with a well-fitting stopper, and 35 c.c. hydrochloric acid B.P. is added, which allows 25 c.c. to be delivered from the burette and still remain at the necessary acid concentration. Five c.c. of chloroform is then added. The iodate solution is run in, until the iodine which is first liberated begins to disappear. The whole is now well shaken after each addition of the iodate, and the titration carefully continued until the chloroform shows no trace of pink. The reaction is sharp to one drop. In one case under review the dye in the tablet gave a slight tint to the chloroform. It was the only instance, and gave little trouble on comparing a second titration with it, or by first shaking out with chloroform and separating.

The decinormal iodate solution is made by dissolving 10.701 gm. of potassium iodate ($214.02 \div 20$) in a litre of water. In making the calculation for the excess of potassium iodide it may be remembered that, when expressed as quantities for one tablet, the mercury and "iodide" equivalents from the burette readings are as follows:

Mercury titre = iodide titre for HgI_2 .
 " " $\times \frac{3}{2}$ = " " " $\text{HgI}_2 \cdot \text{KI} \cdot \frac{1}{2} \text{Aq.}$
 " " $\times 2$ = " " " $\text{HgI}_2 \cdot 2\text{KI}$.

From these the difference or excess KI may be obtained. These examinations were made in the laboratories of Evans Sons Lescher & Webb, Ltd., at Liverpool.

Insurance Act Dispensing.

A Record of matters concerning Chemists' interests in the National Health Insurance Acts.

Reports from Local Centres.

ENGLAND.

Barrow-in-Furness.—At a recent meeting of the Insurance Committee, the question arose as to the use of Rheumatoid Phylacogen, the cost of which would be borne by the Ministry of Health. Dr. Holmes regarded it as an insult to the profession that any question should have arisen on the matter. It was pointed out that the cost had been considered alarming at 26s. per dose, but it was agreed that the use of this drug came within the scope of the medical practitioners on the panel.

Blackpool.—At a meeting of the Insurance Committee on April 12 it was stated that the total number of prescriptions issued was 46,876, the average ingredient price 4.39d., dispensing-fee 3.85d., and the total cost of prescriptions issued was 1,609l. In 1918, 47,781 prescriptions were issued at a total cost of 1,543l. The ingredient price was 4.32d., and dispensing-fee 3.43d. For the last quarter of 1919, 11,628 prescriptions were issued at a cost of 412l., which was the exact cost of the 12,500 prescriptions issued during the corresponding period of the previous year.

Burnley.—At a meeting of the Insurance Committee held on March 31, the following scheme for the provision of a dispensing service was agreed upon: Chemists' shops to remain open from 8.30 A.M. to 8 P.M., except on Tuesdays (8.30 A.M. to 12.30 P.M.), and on Wednesdays, Thursdays, and Fridays certain places shall remain open from 8.30 A.M. to 7 P.M. only. One of such places (to be arranged by rota) shall also remain open from 7 P.M. to 8 P.M. A double dispensing-fee shall be payable in respect of any prescriptions marked "Urgent" dispensed during these hours.

Sheffield.—The Ministry of Health has consented to the scheme for pharmaceutical service agreed upon by the Insurance Committee. The hours are from 9 A.M. to 8 P.M., subject to an adequate service being made available on half-holidays, Sundays, and Bank holidays. The Committee may, prior to the commencement of the year, on the request of the chemist, vary the hours, providing he gives an equivalent service and the adequacy of the service is maintained, subject to the approval of the Pharmaceutical Committee. No variation of the hours shall be made during the year unless this be agreed upon by the Insurance and Pharmaceutical Committees. The payment of 1.469l. for the month to chemists is a record for a normal month.

Wiltshire.—A meeting of the Pharmaceutical Committee was held at Trowbridge on March 31, Mr. William Couch (Chippenham) in the chair. The administrative expenses for 1919, amounting to 94l., were passed, and a request for 120l. for current year's expenses was granted. Arrangements under Section 9 of the Regulations, which were favourable to pharmacists, and under Section 10 were agreed to. The secretary announced that there had been two alterations in the panel list and one addition since the last meeting.

SCOTLAND.

Caithness.—At a recent meeting of the Insurance Committee it was reported that chemists' accounts for November, December, and January amounted to 32l., 38l., and 41l. respectively, as against 88l., 70l., and 22l. respectively the previous year. A letter was considered from the Pharmaceutical Committee referring to the postage of medicine and payment for bottles. The chairman said chemists had been complaining of this expense, being under no contract to post medicine and to supply bottles. Sutherlandshire Insurance Committee had sent out a notice to this effect. It was agreed to advertise on these lines in the local papers, and to supply chemists with circulars on the subject.

Associations' Winter Session.

Edinburgh.—The Edinburgh Chemists', Assistants', and Apprentices' Association held the annual business meeting in the Pharmaceutical Society's House, 36 York Place, Edinburgh, on April 7, Mr. Henry Stout, Ph.C., in the chair. Mr. Thomas A. Smith, Hon. Secretary, submitted the annual report. Grateful acknowledgment was made of the fact that many chemists who had been members from the early days continued their annual subscription. The Prize Scheme Competition, which fell off during the war, had not yet recovered their former attractiveness, and employers and senior assistants were asked to encourage junior members to take advantage of their opportunities. Miss Isa Ingram, Treasurer, submitted the Financial Statement, showing a balance of 6*l.* 1*s.* 3*d.* Both reports were approved, and a donation of 1*l.* 15*s.* was made to the Benevolent Fund, as a token of gratitude to the Pharmaceutical Society for the privilege of meeting in the Society's house. The Chairman referred to the death of Mr. William Aitken, of Durham, a former President of the Association, who annually presented a book-prize to the competitor taking second place in the Ewing Pharmacy Prize Competition. The following Office Bearers and Committee were afterwards elected: *President*, Mr. W. Blair; *Vice-President*, Miss M. G. Boag; *Secretary*, Mr. T. A. Smith; *Treasurer*, Miss I. Ingram; *Committee*, Misses Dyce and Purdie, and Messrs. Cairns, Eadie, Grieve, Knott, Stout, Tait, Teesdale, and Young. The President, Vice-President, and Secretary and Messrs. Grieve, Nightingale, and Tait were appointed the Prize Committee. Mr. David Grieve, Ph.C., contributed an interesting talk on *The Chemistry and Materia Medica of Pulv. Rhei Co.* He showed that if an apprentice takes an interest in his work, at the same time he is storing up knowledge which will be invaluable to him in later years. Any apprentice, he said, should be able to learn all the chemistry and materia medica relating to pulv. rhei co. in the early months of his apprenticeship, and at the end of his four years' pupillage he should have covered all the theoretical chemistry and materia medica for the Qualifying examination. Mr. Grieve detailed the practical chemistry and materia medica associated with Gregory's Powder and zinc ointment in illustration of the line of study which he recommended, and advised employers to encourage their pupils to perform such practical experiments.

Ipswich.—The Ipswich and Suffolk Chemists' Association held a meeting on April 7, to which members of the medical and nursing professions and the Scientific Society had been invited, to hear a lecture on *Biological Preparations in Modern Medicine*, by Dr. White, M.R.C.S., L.R.C.P., London. In opening the proceedings the President (Mr. C. Smalley), who occupied the chair, referred to the death of Mr. J. T. Jackson, one of the Association's oldest members. A vote of condolence was afterwards passed. Dr. White outlined the progress of serum therapy in recent years, referring especially to the experience gained during the war in regard to the prophylactic treatment of tetanus and other diseases. He advocated the use of antitoxin in combating influenza. Several questions were put at the close of the lecture.

London (Co.).—A special meeting of the Executive Committee of the London County Pharmaceutical Association was held on April 8, Mr. G. B. Barnard (President) in the chair. A complete list of candidates for the Pharmaceutical Council election of 1920 was submitted, and a resolution carried endorsing the policy of the Council of the Pharmaceutical Society and recording the belief that this policy is in the best interests of pharmacy. It was recommended that the five retiring councillors (Messrs. Bilson, Cuff, Melhuish, Rowsell, and Young) be supported, leaving open the filling of the two remaining seats. It was further agreed that a circular-letter should be sent to all associations submitting the names selected, together with the views expressed by the Executive Committee's resolution. The secretary was

then instructed to communicate with the London district associations, affording them an opportunity of contributing to an election fund if they so desire. An election sub-committee, with power to act, was then appointed, consisting of Messrs. Thompson, Wing, Shirtliff, Skues, Jenkin, Noble, Keall, and Atkins. The sub-committee was also given power to co-opt other members if necessary. The committee then considered the question of federation of associations in the Metropolitan group. A meeting of representatives was called by the Local Associations Executive for April 15. In view of a previous resolution of the committee on federation, it was decided to postpone the appointment of delegates, and a special meeting was held on April 13 to consider the situation.

West Ham.—The annual meeting of the West Ham Association of Pharmacists was held on April 8, Mr. Catto presiding. The financial report for the year was adopted, and the following officers were elected: *President*, Mr. Lloyd; *Vice-President*, Mr. S. C. Jones; *Secretary*, Mr. C. A. Jones. *Committee*: Messrs. Catto, Daniels, Kirkpatrick, Lord, Maxey, Pratt and Reed. *Auditors*: Messrs. Mitchell and Potter.

Festivities.

Ayrton, Saunders' Dances.

THE series of monthly dances arranged by the Social Committee of Ayrton, Saunders & Co., Ltd., was brought to a finish on March 26, nearly 200 of the staff being present. Mr. Kirkpatrick and Mr. Rushby acted as M.C.s, and the success of the dances is mainly due to their management.

T. & H. Smith's Dance.

THE employees of T. & H. Smith, Ltd., Edinburgh, held a dance on April 8. Over 120 guests were present. Dancing was carried on till 2.30 A.M., when the singing of "Auld Lang Syne" concluded a pleasant evening. The duties of M.C.s were carried out by Messrs. Aitken, Menzies, Pringle, and Rae.

At Pinoli's.

THE members of the Western Pharmacists' Association of London have long ago lived down the reputation which they had for "starchiness," and competent and experienced *habitués* of pharmaceutical socialities agree that their social functions at least want a lot of beating. The whist-drive and supper which was held at Pinoli's Restaurant on Wednesday evening, April 14, was bubbling over with *bonhomie* from start to finish. The excellent idea of starting the evening with a nicely served supper has proved so generally acceptable that it has been continued. The President of the Association, Mr. H. S. Watson, and Mrs. Watson were supported by, among others, Mr. and Mrs. Edmund White, Mr. and Mrs. C. T. Allen, Mr. and Mrs. C. A. Noble, Mr. and Mrs. A. R. Melhuish, Mr. and Mrs. H. R. Procter and Miss Procter, Mr. and Mrs. G. A. Tocher, Mr. and Mrs. Beaton, Mr. Duncan Bowie and Miss Bowie, Mr. J. Royle, Mr. W. Wilkinson, Mr. F. R. Ellis, and Mr. C. T. Howse. Throughout the evening the proceedings were punctuated by the President urging all present to memorise the name of "Melhuish" for the Council election, but no serious political considerations interfered with the congenial spirit of the evening. The earnest part of the programme began about nine o'clock (after supper had been satisfactorily disposed of), with the result that the first ladies' prize for the whist-drive was obtained by Mrs. Edmund White, the second by Mrs. Beaton, and the third by Mrs. Goddard. The first prize for the male members of the gathering was secured by Mr. Robbins, the second by Mr. Watson, jun., and the third by Mr. Goddard. A consolation prize was awarded to Mr. Holt Green. A good deal of the success of the evening was due to the unremitting efforts of members of the Committee, such as Mr. W. Browne, Mr. C. A. Noble, Mr. B. R. Wilkinson, and Mr. Harry Martin.

The Science of Shopkeeping.

THE recent article in the *C. & D.* (March 30, p. 67) on "The Science of Business-bringing," has brought us the following on a kindred subject from an old contributor. The article is suggested by the reading of "The Manual of Successful Storekeeping," by W. R. Hotchklin, director of the Cheltenham Advertising Agency, New York. (Sir Isaac Pitman & Sons, Ltd. 8s. 6d. net.) This work, writes our contributor, by the former advertising and sales manager for John Wanamaker, New York, is a book for the shop, not for the library. The author is an expert in business management, and his sole aim is to furnish a guide to business methods in relation to storekeeping. He does not write as a man of letters, to give pleasure; his book is, as he says, not meant to be read and then put on the shelf, but to be kept on the desk for daily and hourly use as a business tool. Nevertheless, he succeeds in making it interesting by the skill with which he arranges his matter and brings it to bear on the problems familiar to all accustomed to handling large business concerns. The author has been good enough to review his own work in a brief but pregnant preface, in which his aim is set forth, and we are told what the book is and is not, how to use it, and the advantage we may gain by using it. So far as we can judge from a first reading, the claim made for the book is, in the main, justified by its contents, which is not, however, to say that we accept all its conclusions, or, without some qualification, its point of view. We have been told by one of the keenest of living observers that Americans follow business as a religion and religion as a business, and if business really is to be taken as so all-important Mr. Hotchklin may be said to have produced a sort of business man's bible (restricting, of course, the term "business" to that of storekeeping), containing everything necessary to salvation from his point of view.

Mr. Hotchklin begins at the beginning, when Cain "raised fruit and vegetables" and Abel "raised sheep," and between them "commerce was complete." He omits to note the tragic end, the "doing in" of Abel by his vegetarian brother; but possibly he would account for this by the fact that they did not effect a "combine," and by pooling their businesses become the first universal providers. There he seems, somewhat unaccountably in so smart a man, to have missed a telling point, since the universal store is his ideal. Had—shall we say?—Mr. Selfridge been Adam's first-born, the whole course of human history might have been diverted into another channel; mankind would then have escaped the brand of Cain, and Mr. Hotchklin's ideal would have been realised without the murderous competition now forced upon us. True, there would then have been no need of this book, the purpose of which is to make competition keener, to impel every individual trader to "aggressive work," to arouse and keep alive the "spirit of contest," without which no great success in trade can be won. This is no doubt necessary as society is constituted; only so, indeed, can Mr. Hotchklin's ideal now be attained; but can it really be attained even so? Mr. Hotchklin puts the thing too positively and a little crudely. He compares the store to the air we breathe and the light by which we see; its possibilities of service are unlimited; without it we cannot obtain the necessities of life; it is the one place where a man can exchange what he has for what he wants. But air and light are absolute necessities; the store, at most, is but a convenience for the distribution of necessities, and though all purchase of goods may ultimately be resolved into exchange, since money, though not wealth, is the symbol of wealth, and always represents real value, it is not quite so simple a transaction as the swapping of mutton for cabbages.

These general criticisms, due to Mr. Hotchklin's avowed wish to stimulate every village shopkeeper to develop his business into the great "store" of the town or the State, do not at all detract from the value of his book if it is interpreted more modestly, and possibly his

exaggerated statement of his aim is only a form of "boosting"; he may magnify his apostleship, partly from real enthusiasm for his ideal, but also partly as a rhetorical extravagance intended to attract readers. Considering how difficult it is to induce anybody in business to read a printed book, this is excusable enough; and though in the nature of things very few readers of this book will realise the ambition it is meant to excite, nobody who adopts the methods it inculcates can fail to profit in his business by doing so. Even the pharmacist who prefers to cultivate pure pharmacy rather than sink it in a general "store" trade, may learn much from it, while to the more commercially-minded man it will be of the very greatest value. Naturally, advertising plays a large part in it. One of the earlier and also one of the later chapters are entirely devoted to this subject, and everything that is said of it is thoroughly sound. The case for advertising is put into a nutshell in the sentence (p. 18), "Advertising is efficient salesmanship in print"; and the secret of successful advertising is found in the heading of chapter xl, "Put Yourself into Your Advertising." The personal equation is everything here; it is not the best worded or most artistically displayed advertisement that is most effective, but the one which most truly expresses the spirit and policy of the advertiser. Every advertisement, says Mr. Hotchklin, should have a story to tell, real news to communicate, and it should be at once truthful and characteristic; it should be such as will secure both the confidence and the goodwill of the public. Equally sound are the chapters on salesmanship itself. The first requisite is a pleasant manner, a smiling face, not a smirk or a grin, but a smile that shows friendliness and welcome to the customer. Pharmacists are often accused (rightly or wrongly) of deficiency in this respect. They seem afraid of lowering themselves by being too eager for custom or simulating an interest they do not feel. A man of this temper may be a very good chemist, but the dispensing counter (with a very high screen) is his proper place, not the front shop. It is often, no doubt, a mistaken self-respect that leads to such an attitude, but it is possible to be civil without being servile, and a man "May smile and smile and [not] be a villain." Mr. Hotchklin mixes his metaphors a little when he says a smile is the buffer that makes a customer's disagreeableness roll off like water from a duck's back, but his meaning is right. Enthusiasm for his work is the next most important requisite of the salesman, but one has known men who needed checking rather than stimulating in this respect; "Above all, not too much zeal," may be a cynical maxim and yet a sound one. Zeal without tact may do more harm than good, a fact Mr. Hotchklin appears to forget. Particular points on which he has much sound advice to give are the space wasted in "dead" counters and show-cases, where the same arrangement of goods remains for months without change (these he likens to a cancer requiring a quick surgical operation); the use of descriptive as well as of price tickets; the treatment of dead stock; the value of occasional "bargains" (which should always be real ones); the ready-wrapped parcel idea; the treatment of complaints; the danger of too many competing lines, and the advantage of a single leading one on which you can centralise your strength. Larger questions are those relating to profit and loss, to cash *v.* credit, and to the general economy of large concerns. We are warned not to be afraid of an occasional sacrifice of profit; "He who saves his profits loses them." The best way to secure a satisfactory all-round profit is not to cut down necessary expenses, but to avoid waste, to buy carefully and well, not to try for an increased return by cutting profits on regular goods, but when it is desirable to cut prices for the purpose of getting rid of unsatisfactory goods, to do it boldly, above all, to know your business thoroughly, and to remember that nothing but volume of sales can overcome the inertia of fixed expenses, and that profit really means net profit. Mr. Hotchklin inclines to a preference for the credit over the strictly cash system, which is (he says) practically unworkable; but his ideal is the charge account, no doubt admirable where possible, but hardly applicable to pharmacy.

Trade Report.

42 Cannon Street, E.C. 4, April 15.

THE downward tendency in Mincing Lane prices of produce recently noted appears to have become accentuated, and the depressed feeling became much more acute on several days this week. Bankers for some time past appear to have withdrawn their support from speculative clients, with the result that spot shellac fell 110s. per cwt. in one day. Other contributory factors to the depression were the prospect of a rise in the Bank rate, which materialised to-day, Budget anxiety, and the fears created by the persistent rise in the exchange of our late Allies, a pessimistic view being taken of Italian finances. There is some talk of a *debaîcle* in prices generally, and although this is doubtful, the time is getting ripe for taking a saner view of a few inflated products. Most Japanese articles have declined, including menthol, oil of mint, vegetable wax, camphor, and agar-agar. Italian products are also on a lower level, these including essential oils, liquorice-root, and squill. Among chemicals a steady business is being done, but prices in the pharmaceutical group show an easier tendency on the whole. Phenacetin, resorcin, sulphonal, theobromine, potash bromide, permanganate, and argent proteinate are all more or less cheaper. Phenazone is firmer.

Higher	Firmer	Easier	Lower
Anise, star Ginger (Jam.) Lycopodium Soda crystals Turpentine	Camphor oil, white Lime oil (W.I.) Phenazone	Balsam tolu Bergamot oil Canary-seed Cassia oil Citronella (Jv.) Clove oil Cloves (Zan.) Hexamine Juniper-berries Juniper-berry oil Lemon oil Lemongrass oil Phenacetin Pimento Pot. permanganate Resorcin	Agar-agar Albumen Anise oil, star Areca Argent proteinate Camphor (Jp. ref. slabs) Caraway-seed Cardamoms Cassia lignea Castor oil Chamomiles Coconut oil Cottonseed oil Dill-seed Egg products Farina Fenugreek-seed Ipecacuanha Lead- compounds Linseed oil Liquorice juice Litarge Menthol Mercury Mint oil (Jp.) Mustard oil (B.P.) Pepper Rape oil Shellac Soya oil Squill Stramonium- leaves Sulphonal Theobromine, pure Wax, veget. Jp.) Wood oil (C.h.)

Cablegrams.

BERGEN, April 15.—The catch of cod amounts to 24,758,000, against 16,272,000 at the corresponding date of last year, and the yield of oil is 37,777 barrels, against 21,400 barrels. Market is very quiet.

NEW YORK, April 13.—Business is fair. Iodine compounds are dearer. Resublimed iodine is now \$4.35, iodoform \$5.35, potash iodide \$3.35, and sodium iodide \$3.90. Mercury is higher at \$103. Cartagena ipecacuanha is dearer at \$3.50 and citric acid at 85c. per lb. Podophyllum-root (mandrake) is cheaper at 43c.; refined camphor has been reduced to \$3.10 and formaldehyde to 65c. per lb.

AGAR-AGAR is lower, with spot sellers of No. 1 Kobe strip at 3s., and for No. 2 Yokohama 2s. 10d. has been paid.

ALBUMEN is about 5d. per lb. lower, prime Chinese hen offering on the spot at 5s. 6d. per lb. and May-July shipment at 5s. 5d. e.i.f.

ANISE is unchanged at 87s. per cwt. for Russian and 95s. for Spanish, but the latter is scarce.

ANISE, STAR.—Spot sales have been made at 190s. per cwt., being dearer.

ANTIMONY.—The market is irregular, with not much inquiry at the moment, either for crude or refined. Foreign refined is obtainable at about 68l. per ton c.i.f. to arrive, and terms for Chinese crude are rather nominal at 60l. to 61l. for near arrival c.i.f. Dealers are inquiring, but are trying to buy a little more cheaply. There is, however, not much to be had.

ARGENT PROTEINATE can be had at the cheaper rate of 22s. per lb.

ASPIRIN is firm at from 6s. 3d. to 6s. 6d. per lb. as to seller. Stocks are fairly plentiful, and an occasional seller is met with who will make a slight concession where bulk quantity is concerned.

BISMUTH.—There is a steady inquiry, and the regulated price of 12s. 6d. per lb. is maintained. There are one or two parcels offering outside of the chief sellers handling Bolivian bismuth, which could presumably be had at somewhat under the rate quoted above.

BROMIDES.—The German prices of potash crystals at the present rate of exchange are equal to about 5s. per lb., and are not sufficiently tempting in view of the good stocks on hand. Some dealers are forcing sales, with the result that very low spot prices are prevalent; from 3s. 9d. to 4s. is quoted for crystals, and slightly less for quantity; soda is 4s. and ammon. 4s. 3d.

CADMIUM is steady, with a fair demand, at about 6s. 6d. to 6s. 9d. per lb. There was a considerable decrease in the American output for last year, which was expected, partly in consequence of the rather reduced productive capacity of the zinc-smelting industry in that country. The 1919 output amounted to 99,959 lb., against 127,164 lb., according to official figures.

CAFFEINE.—English makers are fully sold, and appear to have nothing to offer; consequently second-hands are now asking 42s. for pure, which is also the makers' price.

CAMPHOR (CRUDE).—Sellers of Chinese crude afloat quote 7s. per lb. c.i.f. In the drug-auction 25 cases (92 per cent., Chinese analysis) were held at 11s. per lb.

CAMPHOR (REFINED) is 2s. 6d. per lb. lower, with spot sales of Japanese 2½ lb. refined slabs at 14s. to 11s. 6d., and for April-June shipment 10s. c.i.f. is quoted; ¼-oz. tablets are offered at 16s. 6d. English flowers are unchanged at 17s., and tablets at from 17s. 3d. to 17s. 6d.

CANARY-SEED is barely steady at 170s. per quarter for ordinary Morocco, and 175s. to 180s. for good.

CANNABIS INDICA.—Arrivals valued at 7,991l. have taken place from British India.

CARAWAY-SEED is lower at 45s. per cwt. for good Dutch on the spot.

CASSIA LIGNEA is lower, whole selected offering at 85s., and broken at 62s. 6d. per cwt.

CASTOR OIL is lower, English pharmaceutical offering at 99s. 6d., first pressing at 96s. 6d., and second pressing at 94s. 6d. per cwt., barrels included, ex works, Hull. In the drug-auction 660 drums of unbleached first pressing (Homco make), lying at Wimbledon, offered, of which 20 drums apparently sold at 87s. per cwt.

CHIRETTA is slow of sale, fair offering at 1s. 2d. per lb.

CITRIC ACID remains firm at from 7s. to 7s. 3d. per lb. on the spot for powder, while crystals appear to be unobtainable. For June-July shipment the best Italian make is offered at 7s. 3d. per lb. c.i.f. In the U.S.A. citric acid has advanced to 85c. in makers' hands, and a very large demand is reported. The prospects for a substantial reduction in prices do not look hopeful at present, in view of the above price for forward delivery.

CLOVES are easier, fair Zanzibar offering at 2s. 5d. per lb. on the spot.

COD-LIVER OIL.—Little interest is being shown at the moment, sellers quoting 350s. to 375s. per barrel on the spot for finest new Norwegian oil.

BERGEN, April 8.—Since sending out our last circular a considerable increase in the amount of fish caught in the fishing districts has taken place, and the total result of all fisheries up to April 3 is as follows: 21 $\frac{3}{4}$ million of fish with a production of 27,785 barrels crude oil, against 14 $\frac{1}{2}$ million fish with a production of 16,653 barrels of oil in 1918; 12 million fish and 10,685 barrels oil in 1919; and 18 $\frac{1}{2}$ million fish and 22,420 barrels oil in 1917. The dock strike, which for so long has prevented shipments, has at last been settled, and we are again able to resume export. The demand has been quite satisfactory, and we believe that considerable quantities of this year's production of steam-refined oil have been sold for later delivery. The tendency of our domestic market has so far been very firm, and a considerable advance in the price of crude oil took place recently. At the present time, however, manufacturers are holding off on account of the Finnmarken season, which will begin by the end of this month, and which may bring a good increase to the production. Our market is therefore somewhat easier, but as the Lofoten season is now practically over, consumers of this grade should cover their requirements now, while the Lofoten oil is still available. The demand for this quality of oil is so great that the stock is not likely to last for a very long time. The oil produced this season is of an exceptionally fine quality, the liver having yielded up to 62 per cent.

COPPER SULPHATE.—The demand is still chiefly confined to export, but business in that direction is restricted. Makers might possibly shade their terms for export to 43l. f.o.b. Liverpool for casks, less 5 per cent., but the more general quotation is 49l. The undertone is steady, while the tendency of the metal has again been strongly upward.

CORIANDER-SEED is steady at 22s. 6d. per cwt. for sound Morocco, and at 19s. for slightly wormy.

COTTON-SEED OIL is materially lower, Bombay crude on the spot closing at 90s., Egyptian crude at 85s., and deodorised at 115s. spot.

CREAM OF TARTAR is unchanged at 310s. per cwt. for 93-per-cent. powder, but 95-per-cent. is dearer at 295s.

CUMIN-SEED is unchanged at 47s. 6d. per cwt. for good sifted Morocco and 40s. to 45s. for common to fair.

DILL-SEED is steady at 15s. per cwt. for East Indian, but a lower price has been accepted for a fairly large quantity.

EGG PRODUCTS are depressed and lower. At auction 373 casks liquid hen yolk offered and 300 sold without reserve, including fair at 97s. 6d., and out of condition at 90s. to 92s. 6d.; of 29 cases soluble yolk offered, 15 without reserve at 1s. 6d., and six cases spray yolk went at 1s. 6d. The bought-in lots included 865 casks liquid whole egg, 163 cases spray whole egg, 16 cases granulated yolk, 92 cases dried native whole egg, and 50 cases native dried yolk. Privately Chinese liquid hen yolk is now offered at 100s., and May-July shipment at 105s. c.i.f.; dried yolk is 10d., spray whole egg 2s., and native dried whole 1s. 2d. per lb., all spot.

FARINA has declined a further 2s. per cwt., Japanese No. 1 offering at 31s. on the spot and April-June shipment at 28s. 6d. c.i.f. Sellers of sweet-potato flour quote 30s. on the spot.

FENNEL-SEED is quoted 34s. to 36s. 6d. per cwt. for ordinary to fair East Indian.

FENUGREEK-SEED is lower at 13s. to 14s. per cwt. for fair Morocco, according to quantity.

HEXAMINE is easier at from 16s. 6d. to 17s. per lb. on the spot.

JUNIPER-BERRIES are easier, fair Italian offering at 25s. per cwt. on the spot.

LEAD COMPOUNDS.—At the opening of this week prices were again lowered, in most cases by 4l. per ton, and were issued as follows by agreement between manufacturers: Dry white lead 59l. 15s. and ground white lead in oil 71l. 10s. f.o.b. for export; red lead and litharge under five tons 58l. 15s., and for quantities of five tons and upward 57l. 5s. per ton, the two latter applying to the home trade as well as export. The market in pig-

lead is very unsettled and again fluctuating upward, and compounds may possibly become affected in the near future.

LIME-JUICE is steady and in fair demand, good raw West Indian being worth about 3s. 6d. per gal.

LINSEED is quoted 48s. to 52s. per cwt. for fair to good quality.

LINSEED OIL has met with a sharp decline, spot closing at 102s. per cwt. nominal and Hull at 86s. naked.

LIQUORICE-JUICE is offered at lower prices from Italy, sellers being anxious to make progress.

LITHIA CARBONATE.—Demand for this product is spasmodic as a rule. At the moment prices are being cut by importers, and 9s. 6d. will buy, with slightly less for quantity.

LUPULIN valued at 1,400l. has arrived from Czecho-Slovakia, and 500l. from Germany.

LYCOPodium.—Spot sales of treble-sifted have been made from 10s. 6d. to 12s. 6d. per lb., but holders now ask 13s. per lb.

MENTHOL has declined about 5s. per lb. on the spot, with sales of Kobayashi-Suzuki at 64s. early in the week, but on Wednesday there was a slight recovery to 65s. paid.

OPIMUM.—A steady business is passing on the spot at from 19s. 6d. to 20s. per lb. for 12 per cent. druggists'. As regards the troubles with the Turkish Nationalists in Anatolia, referred to last week, a vigorous censorship appears to have been established in regard to news from this source.

SMYRNA, March 27.—We have had a very active and exciting week, with sales amounting to 69 cases of all descriptions, at from 900 to 940 piasters per oke for usual manufacturing qualities, and 945 to 975 piasters for Yerlis, which prices advanced yesterday 50 piasters for the manufacturing and 75 piasters for Yerlis. The reason of this advance is owing to engagements undertaken by shippers, which obliged them to accept sellers' terms each time they came forward to buy. Another factor which has caused this firmness and advance is the non-arrival of goods in general from the interior, of which opium also is now on the list of prohibited goods. In sterling values at present exchange we quote 19s. to 25s. per lb. c.i.f. London or New York, without engagement. Our exchange to-day is 445 piasters per pound sterling for cheque, and \$0.83 for one Turkish paper pound. The arrivals are 1,506 cases (same as last week), against 216 cases at same date last year.

PEPPER is rather lower, fair *black* Singapore having been sold at from 7 $\frac{3}{4}$ d. to 7 $\frac{1}{2}$ d. per lb. on the spot; to arrive, May-July and July-September shipment have been sold at 8 $\frac{1}{2}$ d. to 7 $\frac{3}{4}$ d. c.i.f. Lampong is 7 $\frac{1}{2}$ d. spot, and April-June shipment 7 $\frac{1}{2}$ d. c.i.f. Tellicherry is 10d., and Aleppy 8d. spot. *White* pepper is easier, fair Muntok offering at 1s. 3d. spot, April-June and May-July shipment at 1s. 2 $\frac{1}{2}$ d. c.i.f.; fair Singapore is now 1s. 2 $\frac{3}{4}$ d. on the spot.

PHENACETIN is slightly easier, as several arrivals have taken place; sellers quote from 18s. 6d. to 19s. per lb.

PHENAZONE is distinctly firmer, and various cheap parcels offered from the Continent have been disposed of, and from 33s. to 34s. represents current spot values, with slightly less for forward delivery.

PIMENTO is slightly easier, with small spot sales at about 6d. per lb.

POTASH CHLORATE is quoted at 11 $\frac{1}{2}$ d. per lb. c.i.f. to arrive.

POTASH PERMANGANATE.—Prices of late have shown an easier tendency in dealers' hands, with sellers at 5s. to 5s. 6d. per lb.

QUICKSILVER.—The state of the market is somewhat obscure. The usual 5,000 bottles arrived from Spain, to which we already made allusion some time back, became available last week, and this had the effect of easing the market on Friday of last week, when dealers' terms were called 25l. 10s. per bottle. Second-hand lots, chiefly from other sources of supply, are said to be waiting for disposal, but the demand appears to be quite good. A large portion of the business done, since prices were reduced over 1l. per bottle from the top reached recently, is believed to be for the home trade, although there is a fair export inquiry. The leading importers do not seem

particularly eager to name their prices, although it is surmised that sales in that quarter are made at rather under 25*l.* 10*s.* The American output for last year is somewhat in excess of the rough estimate given some time ago—namely, 20,000 flasks. According to the official figures, the actual production was 21,348 flasks, compared with 33,883 flasks for the previous year, this showing a deficit of 11,535 flasks. With a well-sustained consumption in the United States, it is quite obvious that that country must perforce depend in some measure on imports from Europe. The gaps within the last year or two have been chiefly filled by imports from Italy. The market is admittedly inflated, but, as we have stated on various occasions, the world's consumption is considerably above pre-war dimensions, and prices must be expected to remain at comparatively high figures.

QUININE SULPHATE is selling in small lots at from 4*s.* 11*d.* to 5*s.* per oz. in Mincing Lane. We notice the arrival of 305,000 oz. quinine and salts from Java.

RAPE OIL—Crude has declined 5*s.* to 11*s.* per cwt. on the spot, and deodorised 2*s.* to 13*s.*

RESORCIN, although not plentiful, is the turn easier in some quarters, offering at from 39*s.* to 40*s.*, and forward delivery at 37*s.* 6*d.*

SALICYLATES are steady and unchanged, salicylic acid B.P. powder offering from 3*s.* 9*d.* to 4*s.*, and sodium salicylate powder at 4*s.* 9*d.*, with 5*s.* 3*d.* for crystals.

SALOL is steady at 6*s.* 3*d.* per lb. on the spot.

SHELLAC has met with a decline aggregating about 150*s.* per cwt. for usual standard TN Orange quality on the spot, which on Wednesday was offered at 590*s.*, compared with 740*s.* on Thursday of the previous week. AC cakey is now 560*s.* to 580*s.*, and GAL 550*s.* Futures are also considerably lower, the sales including TN for May delivery at 670*s.* to 500*s.*, and August at from 570*s.* to 480*s.* Shipment market is nominal. At auction 200 cases sold without reserve, including free reddish TN at 590*s.* to 600*s.*, fair at 615*s.* to 625*s.*; 435 packages sold, chests, at 515*s.* to 560*s.* for ordinary small reddish TN free worked; 505*s.* to 540*s.* for free to blocky weak livery; in bags, small broken reddish free 530*s.* to 565*s.*; 25 chests Garnet lac sold, including AC black block at 480*s.* to 410*s.*

SODA SULPHITE—Recrystallised is rather higher at from 50*s.* to 31*s.*, and anhydrous is 63*s.* per cwt.

(Soy has been slow of sale for a lengthy period. Finest Chinese brands offer at from 5*s.* 3*d.* to 5*s.* 6*d.* per gal. luty paid, and Japanese in cases can be had at 75*s.* per wt. net. In the drug-auction 20 casks Chinese (San Wood & Co.) were held at 4*s.* 10½*d.* per gallon in bond. **SQUILL** is cheaper, fair white on the spot offering at 7*s.* 6*d.* per cwt.

STRAMONIUM-LEAVES—Spanish are lower at 87*s.* 6*d.* per wt. in view of the new crop, which is due about June.

SULPHONAL is rather cheaper, and in fair demand, importers asking 50*s.* and some 52*s.* 6*d.*

TAMARINDS are quiet, with East Indian selling at 45*s.* and West Indian at about 56*s.* per cwt.

TARTARIC ACID is firm at from 4*s.* 2*d.* to 4*s.* 3*d.* for powder, and a very limited quantity of crystals could probably be obtainable at 4*s.* 8*d.*

THEOBROMINE—The pure alkaloid is cheaper, importers offering at 50*s.*; sodium salicylate is unchanged at 30*s.*

TURPENTINE has been a strong and clearer market, American having advanced about 8*s.* on the spot, closing at Wednesday evening at 215*s.* per cwt.

VANILLIN—Demand appears to have improved somewhat, and 81*s.* now appears to be lowest.

WAX (VEGETABLE) is rather cheaper, with spot sales at from 108*s.* to 106*s.* per cwt.

WOOD OIL—Chinese is about 2*s.* lower at 144*s.* per cwt. on the spot.

ZINC OXIDE—The market is steadier, but unchanged, previous rates, these, as quoted by prominent home makers, being as follows: White seal, 99.9 per cent., 70.7*l.*; green seal, 99.8 per cent., 70*l.*; and red seal, 97 per cent., 65*l.* a ton. The market in raw zinc, after being severely, is once again moving up sharply under American influences, thus counteracting the recent mania in this market.

London Drug-auctions.

London Commercial Sale Rooms.

Mincing Lane, E.C.3, April 15.

ALTHOUGH a moderate quantity of drugs offered, there was a marked absence of bids, and the auction degenerated into a procession of brokers with a recital of prices. It is quite recognised that under present conditions a cautious policy is requisite, and only hand-to-mouth buying ensued. Cape aloes were flat, and a few Curaçao in gourds sold at full prices. Sumatra benzoin is steady. Cardamoms were neglected, a few cases of fine selling slightly under previous rates. Calumba is still tending downwards; Siam gamboge is held for previous prices, but there were no bids. Honey is quite neglected, and of Matto Grosso ipecacuanha a fair quantity of sea-damaged changed hands at slightly easier rates. No good myrrh is on offer, and a small lot of nux vomica brought previous high prices. Orange-peel sold rather more freely at generally easy prices; olibanum siftings brought extremely high rates. Rhubarb was steady. Lima-Jamaica sarsaparilla was in demand at about previous rates, and sellers of Native Jamaica are indifferent about realising; grey Jamaica is scarce and firm. Tinnevely senna was steady, but in small request; a large quantity of turmeric offered, but no sound sold. Beeswax was quite neglected.

Offered		Sold		Offered		Sold	
Ajowan-seed	...	66	...	0	St. Lucia	...	8
Almonds...	(bgs.)	43	...	0	San Domingo	...	201
Aloes—				Ipecacuanha—			
Cape	...	(cs.)	16	Cartagena	...	5	...
Curaçao gourds (bols.)	...	39	...	12	Matto Grosso	...	41
...	...	(bxs.)	88	...	...	...	...
Ammoniacum	...	6	...	0	Irish Moss	...	7
Anise, star	...	(cs.)	30	...	Jalap	...	77
Annatto-seed	...	76	...	0	Juniper-berries	...	50
Areca	...	15	...	0	Kola	...	429
Argol (Cape)	...	21	...	0	Lemongrass oil (cs.)	...	1
Balsam tolu	...	10	...	0	Liquorice-juce (block)	...	...
Balsadonna-root	...	22	...	0	...	(cs.)	10
Benzoin—				...	...	(sticks)	...
Palembang	...	32	...	0	Liquorice-root	...	(cs.)
Siam	...	42	...	0	...	...	...
Sumatra	...	44	...	38	Marshmallow-root	...	40
Blumallow root	...	48	...	0	Mauve flowers	...	1
Cajuput oil	...	(cs.)	50	0	Milk sugar	...	5
Calumba	...	122	...	0	Mint oil (Jp.)	...	2
Camphor (Ch. cr.)	...	55	...	0	Musk seed	...	(bgs.)
...	...	(ref.)	(cs.)	1	...	...	...
Cannab. ind. (B'bay tops)	...	2	...	0	Myrrh	...	73
...	...	(Cape)	21	...	Nux vomica	...	219
Cardamoms				...	Olibanum	...	273
Cascara sagrada	...	10	...	4	Orange oil (cs.)	...	40
Cashew-nuts	...	362	...	0	Orange-peel	...	41
Cassia fistula	...	1	...	0	...	...	...
Castor oil	...	(dms.)	660	...	Oris	...	(Mor.)
Celery seed	...	(gr.)	5	...	Palmarosa oil (pot)	...	1
Cevadilla-seed	...	60	...	0	Pilocarpine (tins)	...	6
Chaulmoogra oil (cs.)	...	5	...	0	Pine kernels	...	25
Chinchona	...	19	...	0	Pistachio kernels (cs.)	...	26
Cinnamon-leaf oil	...	15	...	0	Quince seed	...	8
Condurango	...	50	...	0	Rhubarb (Ch.)	...	72
Croton-seed	...	64	...	0	Sarsaparilla—		
Cubebs	...	112	...	0	Grey Jamaica	...	5
Cumin-seed	...	...	...	0	Lima	...	27
Cuscuta	...	5	...	0	Native Jam.	...	33
Cuttlefish-bone	...	211	...	10	Saffron (tins)	...	3
Dill seed	...	21	...	1	Sassafras-bark	...	31
Dragon's-blood	...	75	...	0	Schopolla	...	10
Egg products (pkgs.)	...	87	...	0	Senega	...	14
Eicampau	...	6	...	0	Shellac (bgs.)	...	10
Elemi	...	(cs.)	55	...	Senna and pods—		
Epsom salt (pkgs.)	...	160	...	0	Alex.	...	48
Eucalyptus oil	...	94	...	0	Tinnevely	...	525
Fennel-seed	...	81	...	26	Soap-nuts	...	40
Galangal	...	66	...	0	Soy (Ch.)	...	29
Galls	...	67	...	21	Sticklac	...	29
Gamboge	...	61	...	1	Strophanthus	...	11
Gingergrass oil (pots)	...	3	...	0	Tamarinds—		
Gua powder	...	1	...	0	East Indian	...	100
Guaiaicum	...	24	...	2	Barb.	...	46
Gurjun oil	...	313	...	68	Tonka-beans	...	19
Henbane	...	45	...	0	Turmeric	...	979
Hemlock-seed	...	6	...	0	Wax (bees)—		
Honey—				...	Abyssinian	...	43
Australian	...	84	...	0	Benguela	...	20
Californian	...	40	...	0	Chinese	...	10
Honolulu	...	50	...	0	East African	...	582
Japanese	...	33	...	0	East Indian	...	129
Jamaica	...	210	...	12	Jamaica	...	16
New Zealand	...	50	...	0	Madagascar	...	38
Porto Rico	...	60	...	0	Morocco	...	10
Salvador	...	17	...	0	Mozambique	...	60
...	...	...	...	...	San Domingo	...	12
...	...	...	...	...	Zanzibar	...	136
...	...	...	...	...	Watt e gum (bags)	...	29
...	...	...	...	...	Witch hazel-leaves	...	5

* Sold privately.

The next drug sale will be held on May 6—a week earlier than usual.

ALOES.—Quiet. A lot of 38 barrels of Curaçao in small gourds offered, and 12 sold at the high price of 140s. per cwt. for good liver; 88 boxes of Curaçao were bought in. Buyers of Cape would not pay the high prices asked, although 84s. was bid and refused for good firsts. Four cases fair, slightly drossy seconds sold at 77s., and a case of ordinary dull realised 65s. per cwt.

AMMONIACUM.—A single case of clean pale and loose to blocky was held at 9s. per lb., at which price business has been done privately.

ARECA is cheaper, good medium to extra bold Ceylon being obtainable at 75s. per cwt.

BALSAM TOLU is easier at 8s. 6d. per lb., that price being asked for a parcel of ten cases fair.

BENZONIN.—Sumatra was steady, 20 cases good fair almondy seconds selling at 10l. 10s. to 10l. 15s., and for 16 cases good streaky thirds 7l. was paid. Middling seconds were held at 9l. 5s. and common thirds at 6l. 10s., Palembang good seconds at 7l. and thirds at 6l. per cwt.

CALUMBA.—The first-hand stock on March 31 stood at 9,153 bags, against 1,623 bags in March 1919. In view of these figures there are only hand-to-mouth buyers; good fair natural sorts were obtainable in auction at from 45s. to 50s., and for medium to extra bold yellowish clean sorts 65s. was wanted.

CARDAMOMS.—The only demand was for fine pale, which were about 2d. easier, the following prices being paid: Ceylon Mysore, extra bold fine pale round smooth 7s. 6d., good medium and bold pale 6s. 9d. to 6s. 10d., medium and bold fine splits 6s. 1d., medium to bold long palish, slightly mouldy, 5s. to 5s. 6d. A few lots of seed sold at 2s. 6d. per lb.

CASCARA SAGRADA.—According to the London drug statistics the stock on March 31 was 92 tons, against 33 tons; 570 bags imported in 1919 were held in auction at 105s. for thick quill.

CUBEBS.—Several parcels were obtainable at 32l. per cwt. for fair, slightly stalky.

CUSCUS.—Twelve bales of good bright were held at 80s. per cwt.

CUTTLE-FISH BONE.—Ten bags of fair bold East Indian sorts sold at 9d. per lb., being steady.

FENNEL-SEED.—A lot of 20 bags East Indian sold at 34s. per cwt.

GALLS.—A lot of 21 bags green sold without reserve, for account of whom it may concern, at from 80s. to 95s. for first-class sea-damaged, 57s. 6d. for second-class, and 45s. for third-class. Sixteen cases Chinese were held at 185s. per cwt.

GAMBOGE.—The landings in London during March amounted to 43 packages, and the deliveries to 27 packages, leaving a stock of 31 against 83. In the drug-auction 60 cases Siam offered and retired at 44l. per cwt.

GUAIACUM.—Good glassy block was held at 6s. 6d., and not quite so good at 5s. 6d.; two barrels middling part drossy block had been sold privately, and 2s. 3d. was wanted for a further four barrels.

HONEY.—A moderate quantity offered, but there was practically no demand, and although concessions would have been offered no one profited by the opportunity. Four barrels Jamaica sold at 62s. 6d. per cwt. for dull sugary set, and for 8 barrels good white set 102s. 6d. was paid.

IPECACUANHA is cheaper, 21 bales Matto Grosso being disposed of at from 20s. to 22s. 3d. for slight grease- and sea-damaged. Good sound was retired at 25s., but 24s. will buy good bright. According to the London drug statistics the landings in March were 125 Matto Grosso and one Cartagena, while the deliveries were 28 Matto Grosso, 13 Cartagena, and two East Indian, leaving a stock on March 31 of 211 Matto Grosso, four Minas, 11 Cartagena, and 45 East Indian.

JALAP.—Five bags small to medium part heavy Vera Cruz had been sold privately, and 3s. 6d. was asked for a further five.

KOLA.—Two bags fair Jamaica halves sold at 5½d. per lb.

NUX VOMICA.—A lot of 19 bags dull unwashed Cochin sold at 70s. per cwt. A lot of 200 pockets very ordinary dull, part perished, was held at 65s. per cwt.

OLIBANUM.—Six bags of sandy siftings sold at 102s. 6d. per cwt.; fair to good drop was held at from 160s. to 180s.

ORANGE-PEEL is steady. Five bales of green quarters sold without reserve at 7½d. per lb., and 8 cases fair bright thin so-called Maltese cut realised 1s.; 8 cases sold from 10d. to 1s. 1d. for dullish to fair.

RHUBARB.—Shensi is steady, two cases medium round with one-third fair pinky fracture and two-thirds grey and dark selling at 12s., and two cases small to medium round with three-quarters palish pinky fracture went at 12s. also. Two cases medium to bold flat Shensi with three-quarters fair pinky fracture sold at 11s. privately. Round horny native High-dried is selling at 8s. privately for good, but no sales were made in auction.

SARSAPARILLA remains firm. A lot of 27 bales Lima-Jamaica offered, and 18 sold at 3s. 1d. per lb., and part chunky and coarse at from 2s. 5d. to 2s. 9d. Genuine grey Jamaica is very scarce, only five bales being offered and said to represent the whole first-hand stock; they sold at from 3s. 9d. to 3s. 10d. per lb. for part very wormy and badly mouldy to part mouldy. Of native Jamaica, 21 bales were bought in at 3s., which price will buy fair red, and a further 12 bales were taken out. The landings in London during March amounted to 87 bales, and the deliveries to 162 bales, leaving a stock of 490 bales only, against 1,439 bales in March 1919. Privately small sales of native red have been made at 3s. per lb.

SENNA.—Tinnevely was steady. A few bales of good greenish leaf sold at 10d. to 11d., middling greenish at 7d. to 3½d., and ordinary sea-damaged yellowish 5d. to 5½d.; fine pods sold at 7d. to 7½d., and ordinary dark to fair 3½d. to 4½d.; dark to fair pods (15 bales) at 4½d. Two bales fair pale Alexandrian pods sold at 1s. 3d. per lb. subject; siftings were held at 9d., and for broken leaf 1s. 6d. was bid, the price being 1s. 7d.

TURMERIC.—Only sea-damaged was disposed of, 125 bags Cochin split bulbs selling at from 25s. to 30s. per cwt.; fair sound was held at 37s. 6d.

WAX, BEES'.—Of Jamaica, 16 packages, mostly fair quality, offered, and a bid of 11l. per cwt. is to be submitted for the lot, the limit being eleven guineas.

WITCHHAZEL-LEAVES.—Five bales sold without reserve at 3d. per lb. for very ordinary.

Essential Oils Market.

THE CHIEF POINT of interest this week is that Italian oils are easier, and the general consensus of opinion seems to show that the topmost prices have been reached. There appears to be little demand, and dealers, with one or two exceptions, report quiet business since resumption after the Easter recess. The fluctuating rates of exchange with France and Italy are to be reckoned with in accounting for the present uncertain tendency. With regard to synthetics, stocks of coumarin appear to be in excess of requirements, but the price is steady. Terpineol is another article which is likely to present an easier tendency, and considerable business had been done well under the market quotation.

ALMOND essential (sine acid prussic) is quoted on the spot at from 40s. to 50s. per lb., according to source.

ANISE, STAR, is lower, with spot sales of "Red Ship" brand at 5s. per lb.

BERGAMOT (33 to 39 l.a.) shows considerable variation at from 38s. to 40s. and upwards, being quoted on the spot. Offers have been made this week at 31s. to 35s. c.i.f. per lb. for forward shipment.

CAJUPUT is easier at from 3s. 9d. to 4s. per lb.

CAMPHOR.—Japanese essential water-white is firmer at from 175s. to 180s. per cwt. The brown is quoted at 150s.

CITRONELLA is in fair demand, and spot prices remain steady at 3s. 3d. to 3s. 6d. per lb. for Ceylon and 6s. for Java. To come forward 5s. 9d. would be accepted.

CLOVE is easier at 20s. to 20s. 6d. per lb. for finest English distilled. For leaf 17s. is quoted.

CORIANDER.—The new crop has not yet arrived, and from 150s. to 200s. per lb. is asked for forward delivery.

EUCALYPTUS OIL is slow of sale, B.P. oils offering at 3s. to 3s. 3d. per lb.

FENNEL.—Sweet is offered on the spot at 12s. 9d. to 15s. per lb., bitter at 5s. to 5s. 3d.

JUNIPER-BERRY.—B.P. is quiet at from 21s. to 23s. per lb. on the spot. Parcels afloat are offered at 18s.; wood at 5s. 3d. to 5s. 6d.

LAVENDER is a difficult article to deal with at present, but fair business is reported at from 45s. per lb. to 50s., according to ester value (30 to 45 per cent.).

LEMON is lower, spot offering at 10s. per lb., and forward delivery at from 8s. 6d. to 9s. 3d. c.i.f. upwards.

LIME OIL is 6d. per lb. higher, sellers of West Indian asking 7s. 6d. per lb. on the spot.

MANDARIN is obtainable on the spot at from 60s. per lb. upwards.

MINT OIL is about 6d. to 9d. per lb. lower; sellers of Kobayashi-Suzuki quoting 11s. 9d. to 12s. on the spot, at which sales have been made.

MUSTARD (B.P.) is lower at 70s. per lb. on the spot in one direction; artificial is steady at 30s.

ORANGE.—Sweet Calabrian is offered at 55s. per lb. for forward delivery. The *Segura* has brought 67 cases West Indian (orange) oil to London, but this, we understand, is already sold. American buyers in Spain are said to be responsible for a sharp advance in the price of Spanish oil, which is now quoted at 48s. per lb. c.i.f. and 60s. for redistilled.

OTTO OF ROSE.—The price of Bulgarian ranges from 45s. to 65s. per oz. on the spot. This article is dealt with editorially. For Anatolian 40s. to 42s. 6d. is quoted; for French 45s. is asked in one direction.

PALMAROSA is in good demand and steady at from 23s. to 27s. per lb. for original pots on the spot.

PEPPER-MINT.—For French and Italian rectified 50s. to 55s. per lb. is quoted in one direction. A small business has been done in H.G.II. at 70s. per lb.

PEITIGRAIN is firm, spot offering at from 28s. to 29s. per lb. for Paraguayan.

PINE.—An oil of Swiss origin, botanical source not stated, but described as comparing favourably with *Pinus pumilio*, is afloat at 18s. 6d. per lb.

ROSEMARY is much sought after at present, and while there appears to be little French on offer, 7s. per lb. is being paid for spot lots of Spanish. For forward delivery 6s. 6d. would be accepted in one direction.

SANDALWOOD.—Importers of West Australian oil appear to be well satisfied with the progress that this article is making among soap-makers and perfumers, who, it is stated, are indicating their approval by furnishing repeat orders. The price remains unaltered at 30s. to 32s. 6d. per lb.

SPEARMINT is steady on the spot at from 75s. to 80s. per lb.

SPIKE is in fair demand at 16s. to 18s. per lb. for French and 14s. to 15s. for Spanish, but the latter is hardly obtainable.

THYME is scarcer, with an upward tendency; for 28 to 30 per cent. phenols 10s. 6d. per lb. on the spot is quoted, 30 to 35 per cent. 11s. 6d. per lb., and for 40 to 45 per cent. 14s. per lb.

WORMSEED is offered on the spot at from 45s. to 50s. per lb.

ATUEFINE is easier at from 40s. to 45s. per lb. on the spot, and is in fair demand. **BENZYL ACETATE** is obtainable at about 12s. per lb. **BENZYL BENZOATE** is steady at about 15s. per lb. For **CINNAMIC ALCOHOL** spot offers have been made at 100s. per lb. **HELIOTROPIN** is steady at 37s. to 38s. per lb. **MUSK XYLOL** is quoted on the spot at 45s. per lb.; **KETONE** is steady at 90s., and there appears to be only small stocks of **AMBRETTE**. Forward quotations for the last-named are in the neighbourhood of 320s., but spot parcels can still be obtained at 310s. **METHYLANTHRANILATE** is obtainable at 40s. per lb. upwards. **NEROLIN** crystals are unchanged at 12s. per lb. **GENANTHIC ETHER** is quoted at 15s. per lb. on the spot in one direction. **TERPINEOL** is quoted at from 7s. to 8s. per lb., but probably less would be accepted in some directions. **CUMARIN** of German make has been selling somewhat freely of late, but as some dealers are offering in sterling only prices are not now so attractive. The German mark, too, has shown a considerable improvement (210 to 230), and this also adds appreciably to the price if marks are quoted. Spot (London) values vary from 37s. 6d. to 40s.

German Chemical and Drug Markets.

A leading Hamburg wholesale drug-house compares the present position of the drug-market with that of Germany, torn by party dissensions. The manufacturers' demands still maintain their high level, and it cannot be denied that they are more or less justified, since coal and wages have not

decreased. On the other hand, the Hamburg market has experienced a shock which has had a very sobering effect, and which will no doubt largely contribute towards its internal consolidation. The warning issued by the banks and by the Chamber of Commerce has put a stop to the insensate and excessive speculation, so largely indulged in by individuals outside the trade, and is trying to give effect to the old proverb that "the cobbler should stick to his last." The demand for fresh payment on mortgaged goods compelled many to sell them, and as this step coincided with the recent political events several articles suffered a considerable drop in price. The revolutionary events in Germany at first led to a further fall in the value of the mark. Nevertheless, it is remarkable to note that after a comparatively brief period of depression an improvement set in. The further development in the rate of exchange depends entirely upon the future internal conditions. However, a *sine qua non* to obtain an increased amount of confidence abroad is the restoration of normal and calm conditions at home as well as increased production in order to lessen the passive side of the nation's trade and the excess of payments abroad. Unfortunately, the official report on the state of the crops complains of a growing unwillingness to work and of decreased output by the labourers. Agriculture is the nursing mother of every country, and the prosperity of the people is dependent upon the industry of the peasant and his labourers. An improvement in the nutrition of the industrial workers can only be achieved when the rural labourer recognises that he is working not only for the benefit of his employer, but also for that of all his fellow-countrymen, including himself. Foreign assistance is capable of affording temporary relief, but cannot continue indefinitely, as the loans have to be repaid. The following prices are quoted in marks per kilo:

BENZALDEHYDE, almost free from chlorine, is in large demand both by home and foreign buyers; offered at m.225 in view of large stocks.

BENZOIC ACID suffered a decline in consequence of the reduction in sodium benzoate; this, however, is less marked, and is quoted at m.140.

BORAX.—The price has scarcely altered in spite of large demand and small supplies. Crystals are quoted at m.21 and powder at m.21.50.

BORIC ACID.—The local quotation is m.36, and at that price cannot be imported.

CAFFEINE (PURE).—Supplies are running low, and it is also in large demand by foreign buyers. It is firm at m.1,050.

CITRIC ACID is firm at m.180. Supplies are scarce, particularly since import licences will no longer be granted; on the other hand, no export licences will be given.

CLOVE OIL.—Genuine may possibly be found at m.900.

CUMARIN has declined in price in spite of the high prices quoted abroad, and is now obtainable at m.900.

CREAM OF TARTAR (99/100 per cent.) is firm at m.80, in conjunction with the price for tartaric acid. As supplies from manufacturers are scarce a rise in price would appear probable.

DEXTRIN.—Supply and offer are about equal at m.18.50 for white and m.19 for yellow.

FRANGULA BARK.—Cut finds an increased sale at home and for export at m.14.

GENTIAN.—The total stocks consist of a few hundred kilograms of ordinary dry root at m.10.

GLYCERIN (white 28°) is more in demand at m.26.

HELIOTROPIN.—Manufacturers are scarcely able to supply, and dealers have been selling at m.1,200.

LACTIC ACID, in consequence of the shortage of milk and of coal, is in great demand and difficult to obtain.

MENTHOL.—Owing to its scarcity it has withstood all market fluctuations, and remains firm at m.2,200.

QUILLAI.—Although there is no news of any fresh supplies, and sales show no decrease, this article has declined in price, following the general market situation; cubes are offered at m.33 gross for net and powder at m.34 gross for net.

SALICYLIC ACID is lower at m.115.

SODIUM BENZOATE.—Makers' quotations remain unchanged, but sales by overstocked and frightened holders have reduced the price to m.130.

TARTARIC ACID maintains its firm tendency. Nevertheless, it is offered at the lower rate of m.120 for crystals and powder and m.119 for granular. There is a remarkably great demand from abroad, which unfortunately cannot be met.

VANILLIN.—C.p. 100 per cent. continues to be one of the articles most in daily request, the demand for which cannot be met by German manufacturers.



Letters for this section should be written on one side of the paper only. The writer may adopt an assumed name for purposes of publication, but he must in all cases furnish his real name and address to the Editor.

The Outlook in the Drug-trade.

SIR,—With reference to Jay Mack's allusion to pennyworths in his interesting letter (*C. & D.*, April 10, p. 77), is it not *infra dig.*, also unnecessary, for pharmacists to purvey pennyworths of such things as Turkey rhubarb in these days of big earnings? We always strive to educate our customers up to the 5d. minimum, and our efforts in that direction are not entirely futile.

Yours faithfully,

Blaydon.

EDWARD HIND, M.P.S.

SIR,—Jay Mack's letter (*C. & D.*, April 10, p. 77) makes very interesting and instructive reading. He states that overcrowding in pharmacy is more apparent than real; but the proof of the pudding is in the eating thereof, and one has only to study the advertisement columns of the *C. & D.* to see in which quarter the wind sits. One Liverpool firm a short time ago found it easier to advertise that their particular vacancy was filled, rather than write to all the individuals who had applied for it. This, of course, may be an isolated case, but there is no doubt that the lot of the qualified assistant or manager is much poorer than before the war, and if this is the condition now, what will it be when the extra 2,000 come in? One is in a good or bad position in accordance with the amount of one's income compared with the income of other people. Before the war a road-sweeper probably earned 25s. per week, a qualified man 65s.; now the proportion is 70s. to 110s. To bring his position up to the pre-war standard, the qualified man ought to be receiving 9l. per week. These figures may not be quite accurate, but they sufficiently illustrate my point. "Xrayser II," suggests that the Pharmaceutical Society is in a strait, and therefore does not see beyond the examination-fee, with the result that it floods the country with chemists who cannot hope to find remunerative employment for years. I contend that the Pharmaceutical Society ought not to be in a strait, and would not be if it were run on proper business lines. It seems to be the white elephant of the trade. The time has surely come when the Society must reform itself on present-day lines and be run as a help, not a hindrance, to the trade, otherwise it must make way for some other body that will. It is really rather surprising that students go up for the Minor at all; that is, of course, those who enter pharmacy for a livelihood (I am not referring to the present students, the Government grant being quite a good inducement), as the drug-store proprietors seem to make a respectable income. Bar Insurance dispensing (which Mr. Rowsell thinks we may possibly retain), and a few pennyworths of laudanum, they can do practically as much business as we can; in fact, there are very many chemists' businesses to-day which could be run just as profitably, and more so, by a really efficient unqualified man. On the other hand, there is always a large number of customers who would not go to a drug store (if they knew it), feeling safer in the hands of a qualified chemist. But the drug-store man does not advertise the fact that he is not qualified, and he uses so many fearful and wonderful letters after his name and calls his shop "The Pharmacy" that nine out of ten ordinary people do not know the difference. To buy a business bringing in 6l. or 7l. per week a chemist would have to pay about 400l. to 500l., whereas a greengrocer could get the same living with less than 100l. outlay; and I know a butcher who paid 10l. ingoing two months ago, and now takes 100l. per week on a rental of 6s. 6d. Providing a man has his living to earn, where is the inducement to become a qualified chemist?

Yours truly,

YORKIST. (14/4.)

SIR,—"Jay Mack's" letter (*C. & D.*, April 19, p. 77) has set me a problem in mental arithmetic that I doubt few of your readers will be able to solve, and that is how to save 1,000l. in ten (or thirteen) years on the pay now prevailing in the trade. My assistant's remarks when he read what "Jay Mack" did, and what his apprentice did, were terse, but very much to the point. I qualified in 1907, my first job was 45s. per week, advancing as I progressed to 3l. 10s. per week, and this was the average figure, as anyone who cares to remember knows, for those days. I managed 150l. in three years, and as for marrying to get a "buckshee" business, I married a girl without tuppence—the best lass that ever stood in a pair of boots. The only chemists' daughters ever I came into contact with had ideas just a bit over the head of "papa's man in the shop," and I do not blame them either. "Jay Mack" is just a little bit away from the mark when he turns his oracular attention to trade unionism. I have forgotten more about it than he ever knew. I am a trade unionist myself, proud of it, long before the pharmacy unions were thought of, and I have lived in union circles all my life. My father and all my male relations are in and of it, and as far as the working man being tired of it, he is only just learning how to use it, and use it properly. The fact of the whole matter is that the majority of chemists cannot afford to pay a man his dues, as they have not the collective *nous* to get their own out of the public. . . . I have been in regular employment since I left the Army; I cannot save a cent. The whole of my salary as a qualified manager is absorbed in the maintenance of my wife and children, and then "Jay Mack" talks about saving and buying a business! The whole substance of the matter is that there is not money enough in the drug-trade to pay a man his wages; and heaven only knows what sort of a time of sweat and starvation is coming with the entrance of the new men. I know this, that I could not get 6l. a week, try as I might, when I left the Army, and I do not think that even "Jay Mack's" book-keeping will save much on that figure. Finally, if I split an ounce of rhubarb into forty-eight pennyworths I should be before the local Profiteering Committee.

Yours very truly,

MASARD. (13/4.)

SIR,—It is curious that two such able men as "Jay Mack" and Mr. Wolff should both advance the idea that it is better to do less business than to pay more wages; if this is so, it would be better still to turn away all custom one cannot cope with oneself and to do without assistants altogether. I have always understood that it is the belief of successful retailers, and especially of big store concerns, that the larger the turnover the less the ratio of expenses becomes, even if the wages bill becomes larger, and the bigger the returns the better for the business. One of the chief points of advertising experts and firms who have built up their businesses by advertising, is that the more you spend on your advertisements, judiciously placed, the bigger the turnover, and therefore the cheaper the goods can be offered to the public; in fact, this is always the answer to anyone who argues that the purchaser pays for advertising, and surely a good assistant should be at least an equal investment to an advertisement. Incidentally, I should like to hear more of the gentleman who saved 1,000l. out of wages in ten years. When I left my apprenticeship about twenty years ago the average wage of a qualified assistant was from 50s. to 55s. a week, but try as I could I never managed to save 2l. weekly out of it.

Yours faithfully,

NON-SAVER. (10/4.)

SIR,—The communication from "Qualasit" (*C. & D.*, April 10, p. 79) meets with my entire approval, and is in accord with my own experience. It is no use blinking the fact that salaries and hours of work will have to be dealt with, and the sooner the better. What is the use of talking about the lowering of salaries when the cost of living and other necessary expenses are soaring by leaps and bounds? Can the drug-worker alone be unaffected by such things, as it is almost the only trade—shall I say "the" only trade—in which such a thing is suggested? I, a qualified man with twenty-five years' good experience, and possessing excellent credentials, was

recently offered a berth as manager at 70s. a week. Needless to say, I turned down the offer. The veriest novice in the police force is paid that amount, *plus* allowances. The sooner a Trade Board gets to work the better, and I have good reason to believe that such a Board will soon be in existence. The average chemist does not seem to realise that he cannot now carry on business on pre-war lines; it is up to him to increase his profits, and to do this he must increase prices while the opportunity is his. Time is passing rapidly, and while practically all other traders have had to adjust their prices to the times, the chemist rubs along in the old haphazard way, afraid to exact "his pound of flesh," and—shall I say it?—seemingly afraid of the Profiteering Act. After the employers have, in response to the "whip from Bloomsbury," earnestly besought their employes to join some union or other, and have seen the result of such advice, they are becoming panicky, and are deploring the activity of the Drug Unions, and, in fact, in some instances are taking steps to smash the assistants' organisations. But they are too late; the unions are out for a fair-and-square deal. Now, with regard to hours, it is admitted that the business of a pharmacist is not a bed of roses. It is a continuous mental and bodily strain, especially so in the high-class dispensing business; in fact, there is no other business that entails so much responsibility. That being so, is the pharmacist any more exempt from the effects of continuous hard work than are other workers? Of course he is not! Then why is he expected to put in the long hours of work, in addition to Sunday and Bank Holiday duties, night-bell and rota services? The eight-hour day is becoming universal, and it should be made the custom in the drug-trade, extra, or over, time to be paid for at agreed rates. If such were the case, one would see very few chemists' shops wasting valuable light after 7 p.m. This is a burning question in more ways than one. To help to remedy matters I would suggest to all employes to join the Drug Union, and to help themselves by helping others. To the employers I would say, "Look at these matters in a broad-minded light, and do as you would be done by; the employes have a right to be considered as well as yourselves."

Yours faithfully,

FAIR PLAY. (12/4.)

Homœopathy.

SIR,—I always feel that in such cases as those mentioned by "Medicus" there is always lacking the parallel experiment which, of course, cannot be carried out. There are, indeed, very wonderful instances of the good results of homœopathic treatment. One of the best remedies for sickness in pregnancy is frequent doses of one minim of vin. ipecac. in a teaspoonful of water.

Yours truly,

TIDLEY. (9/4.)

SIR,—At the risk of being suspected of an attack of "cacoethes scribendi" may I call your attention to an error which crept into my letter (*C. & D.*, April 3, p. 89)? I gave the homœopathic formula as "*Similia similibus curentur*," whereas in the *C. & D.* it is printed as "*Similia similibus curantur*." The latter is, I admit, current among homœopaths and others, but, as Dr. Hughes points out in his "*Principles and Practice of Homœopathy*," it is incorrect and of doubtful latinity, meaning "Likes are cured by likes," whereas the former is good Latin and of tenable direction, meaning "Let likes be cured by likes." I am anxious that "Cynic" (who is evidently a seeker of truth) and others interested in the matter should go forth in their studies with a clear understanding of the homœopathic formula. Hence my troubling you with this. Yours faithfully,

SEPTIMUS WALGATE.

A Managers' Federation Wanted.

SIR,—It is, I suppose, a *sine quâ non* that the National Association of Chemists' Assistants is merged into the Drug Union and has swallowed its constitution as a whole. From a rough summary of the voting for this absorption it seems to me that less than 50 per cent. of the N.A.C.A. members have voted for the resolution. No meeting, I believe, had a unanimous vote, while a large number of

members stayed away from sheer apathy and did not vote at all. Upholders of the N.A.C.A. have been charged with snobbery because they have stood out against the inclusion of the warehousemen, porters, etc. "Snobbery" is a cheap cry, and its counterpart in the statement that legal qualification is of little use in the commercial sense is about on the same level. If chemists divest themselves of their legal standing and offer themselves in the marketplace as "commercial" men I am afraid that they would not, on the whole, make a very good show. The present-day grocer or draper would give him a day's start and then lose him, commercially. It behoves us to hold on to whatever asset we may have, and in my opinion to barter it (and our contributions) for the parrot-cry of "numbers" is very unwise. A comparison of the balance-sheet of the two organisations is rather interesting. There is, however, another side to the question which so far I have not seen dealt with. I am a manager employed by a firm whose office is at a distance. I am therefore the custodian of my firm's interests; if I am a conscientious man, I am for the time being an employer. That is the problem which is facing every executive man in every trade or profession in the country. How to reconcile sympathies with the employes with duty to the employer. Again, if I as a pharmacist obtain through my union an increase of 10s. per week, does that mean that all my staff are going to receive a similar proportionate increase? If so, my overhead charges will swallow the turnover, not to speak of the profits. No, I am afraid that we are making haste too fast, and our managerial problems as members of a mixed trade union have not been sufficiently discussed and dealt with. I have attended scores of meetings during the past year, and at no meeting has the matter been discussed; in fact, I have found that the minute any attempt is made at elucidation one is more or less howled down as an obstructionist. There ought to be a managers' federation, affiliated, if you like, to some other body, but created solely for the purpose of dealing with questions from a manager's point of view. The nearest approach to perfection that I have so far heard of is the National Federation of Technical Workers. That is a body composed of executive workers which promises well for the professions and trades which contribute towards its members. Our hotch-potch of every class of person engaged in the drug-trade will probably end up like the serpent which commenced swallowing its own tail.

Yours faithfully,

J. M. JOHNSON.

Birmingham.

Sale of Methylated Spirit.

SIR,—In the *C. & D.*, April 10, p. 55, your Irish correspondent quotes an interjection made by the head constable of Armagh in a Petty Sessions case, that "there were some Armagh druggists who supply methylated spirit wholesale to low characters." In the case as reported in the local Press it was not proved in Court that the man was drunk from taking methylated spirit. This was only a surmise of the head constable. As to the allegation in the above paragraph, it is absolutely untrue. I know all the druggists here personally, and their attitude toward the sale of methylated spirit. I know that every one of them exercises the greatest care in its sale, only selling to those who are personally known to them, and after ascertaining the purpose for which it is required, and where there is the slightest doubt in their mind refusing to sell. And more, they often compare notes with each other as to any person they have the slightest suspicion of, and if, in their opinion, the case is suspicious, the sale to that person is discontinued. A few french-polishers may use it for drinking purposes, but how these can be prevented from getting it without putting an end to their means of livelihood I fail to perceive. I have some experience of the sale of methylated spirit in other towns, and in no place have I seen greater care exercised than in Armagh. If the Government could put something into it to make it undrinkable, no persons would be better pleased than the Armagh druggists. I consider the statement a gross libel on traders who are doing everything in their power to carry on their trade legitimately, with due regard to the public interests.

AN ARMAGH DRUGGIST. (23/4.)

Window Displays.

SIR,—There is one aspect of the question of window-display of proprietary articles which neither Mr. Marns nor Mr. McGlashan have touched on, and that is the case of the single-shop proprietor, who when he fills his window space with advertised goods is largely using it to advertise these patents for other people's benefit. His own customers come to him in any case; a man who requires a box of Piffle's Patent Pills takes it for granted that a chemist stocks them. For the passing man who sees them in the window it is merely a reminder to buy a box at So-and-So's on the way home. In the case of a business with several branches or of a company with shops in different towns there may be something to be said for a proprietary window-display, but it is just in these company windows one does not see them; they stick to their own packed goods every time. The aim of a window show is to induce a prospective customer to enter the shop, and if you then supply him with a satisfactory article he is further induced to become a regular purchaser of that article; you defeat your own ends if you supply him with something which he can obtain at Smith's, Brown's, or Jones's the next time he requires it. The manufacturers recognise this as a fundamental fact—witness the care with which they select a good name for a proprietary article, and then trade-mark it to protect their rights to that name most stringently, and advertise it with such phrases as "Insist on having What'shisname's," "See the trade-mark on every packet," and so on. This is the manufacturer's window-display, and he takes care not to let anyone else use it for a 10s. bonus on a 5l. parcel.

Yours faithfully,

CHAS. HAMUS.

A Fixed Easter Wanted.

SIR,—An early Easter is a "wash-out" if regarded from the point of the holiday-maker. The following table shows the weather which prevailed at Easter for the past fourteen years and demonstrates that there is a greater probability of fine weather when the date is late. It will be seen that the date at present varies by as much as a month. I suggest that it would save time and money if Easter Bank Holiday were fixed for the third Monday in April. The date would then vary only seven days—15th to 22nd. It took us fourteen years to save daylight; wouldn't it be better to start now to fix a rational date for Easter? Will chemists bring the matter before their chambers of commerce and also their Members of Parliament?

Yours truly,

JAY MACK.

YEAR	EARLY EASTER	LATE EASTER
1907	...	April 20 ... Fine but cold
1908	April 12 ...	—
1909	" 12 ...	—
1910	March 28 ...	—
1911	...	April 17 ... Fine
1912	April 8 ...	—
1913	March 24 ...	—
1914	...	April 13 ... Fine
1915	April 5 ...	—
1916	...	April 24 ... Very fine
1917	" 9 ...	—
1918	" 1 ...	—
1919	...	April 21 ... Very fine
1920	" 5 ...	—

Protection Against Landlords.

SIR,—I see that a Manchester M.P. is working for the same protection to business premises as is accorded to houses. Is it possible for a landlord to sell his shops and the new landlord to eject a tenant with a valuable goodwill and no other shop in the whole place available? Cannot we organise ourselves as pharmacists and send a strong claim to our M.P.s? Would not the fact that we are Government dispensers make our case a very strong one? I should like to hear the views of fellow-pharmacists.

Yours truly,

RADIX. (7/4.)

Legal Queries.

A. S. Co. (9/4).—The massage balm, being recommended for rheumatism, lumbago, sciatica, neuralgia, etc., is liable to medicine-stamp duty.

R. I. (6/4) wishes to know if he can make a deduction from his assessable income for income-tax of a sum of 400l. paid by him about eight months ago for fixing in to his business premises a modern shop front to take the place of one of the shop windows which was smashed. [A deduction to this extent could not be claimed on the assessment for any one year. The normal allowance for repairs is one-sixth of the annual value of the house; but where the annual value of the house, if in London, does not exceed 70l., or if in Scotland 60l., or elsewhere 52l., the actual cost of repairs according to the average of the preceding five years may be deducted, even though this may exceed one-sixth of the annual value. The unusual cost of repairs may in this way be deducted if spread over this and the next four years, although such cost cannot be deducted in its entirety in any one year, provided "R. I.'s" house comes within the limit of value stated.]

Kino (6/4), previous to the war, invested several thousand pounds on mortgage at 4 per cent. interest. Is he entitled to increase the rate of interest? [The right to increase the rate of interest depends entirely upon the nature and situation of the property mortgaged. In the case of mortgages upon business premises, or larger dwelling-houses, which do not come within the provisions of the Increase of Rent and Mortgage Interest (Restrictions) Acts, the rate of interest may be increased without restriction; subject, of course, to the terms of the mortgage. On the other hand, if the mortgaged property comes within the Acts mentioned, the maximum increase which "Kino" is permitted to make is to raise it to $4\frac{1}{2}$ per cent.; and even this increase of $\frac{1}{2}$ per cent. cannot be made until the expiration of six months after the end of the war (which has yet to be fixed) if the property comprised in the mortgage is the small property covered by the original Act of 1915.]

H. G. (30/3) asks if he has any remedy against the distillers in the following case. In May 1919 he purchased two gallons of S.V.R. from them and was charged the extra duty which had been imposed on spirits in April 1919. But when he made a claim for the rebate in the usual way the Excise authorities found that the duty which had been paid on the spirits was only the old rate prior to the increase—that is 31s. 6d. a proof gallon—and not the increased rate of 51s. 6d. a gallon, thus entitling him to rebate at 16s. 9d. instead of 36s. 9d. a proof gallon. [We are of opinion that the difference in the amount of rebate can be recovered by "H. G." from the distillers. They presumably gave a certificate on the back of the permit which was sent with the spirit that duty at the higher rate had been paid, and on the basis of that duty having been paid the contract to purchase was entered into. The Excise official certifies in the course of his work that the lower rate of duty only was paid, and that is, we think, conclusive on the point. In cases of dispute between buyers and sellers of Excise dutiable goods, where the rate of duty has been altered, the Excise authorities have a statutory power to fix what ought to be paid or repaid between the parties by way of adjustment of the contract price.]

Retrospect of Fifty Years Ago.

Reprinted from "The Chemist and Druggist," April 14, 1870.

The Council Election.

Our readers are probably aware that six of the present Councillors—Messrs. Carteghe, Ince, Morson, Orridge, Randall, and Squire—retire, the two former to continue their services as Examiners, should succeeding Councils think fit to elect them, in accordance with the new Bye-laws, which require, and, in our opinion, very properly, the separation of the office of Councillor and Examiner; and the four latter (with the exception of Mr. Randall, whom we hope, after another quinquennial period, to see again at the Council table) to rest on their well-earned laurels.

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Everyone who has a camera knows the "CIBA" mark, and orders are certain to the Chemist who holds stocks.

Next week we will discuss another "CIBA" product.

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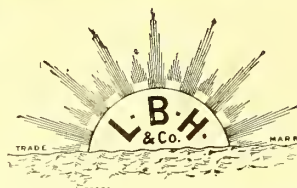
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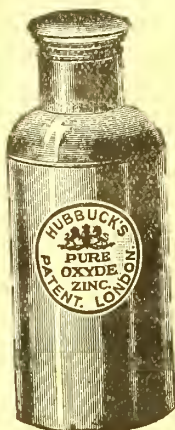
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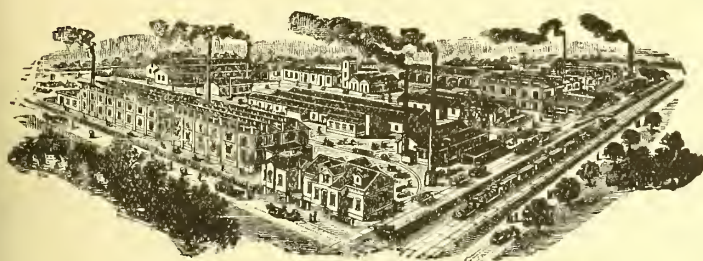
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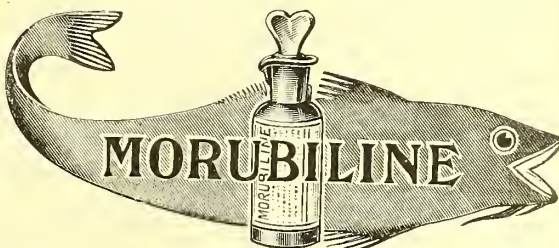
Dose:—One teaspoonful.

ELIXIR BROMO-VALERIANATE "GABAIL"

In bottles containing 210 c.c. per bottle 3/9

Dose:—One tablespoonful.

FREE SAMPLES ON APPLICATION.

COD LIVER OIL SUPERSEDED
BY

MORUBILINE

(REGISTERED)

EASILY DIGESTED.

OF AGREEABLE TASTE.

DOES NOT PRODUCE NAUSEA.

**DOES A GOOD LINE
NEED ADVERTISING?**

Messrs. FLU-MAL LTD. believe it to be an essential factor in the promotion of sales. However good an article may be, the public need telling about it. Messrs. FLU-MAL have already spent many thousands in advertising to the general public, and you have doubtless already been repeatedly asked for "FLU-MAL."

A further large advertising scheme is now being issued.
ARE YOU PREPARED with Stocks of "FLU-MAL"?

Their preparation is a preventive of Influenza, Malaria and kindred complaints, and the public are being told repeatedly of the best method of combating influenza.

There is an excellent profit in selling "FLU-MAL," apart from which you can be certain that you are handing your customers a preparation which is a real preventive and certain cure for Influenza, heavy colds, malaria and kindred diseases.

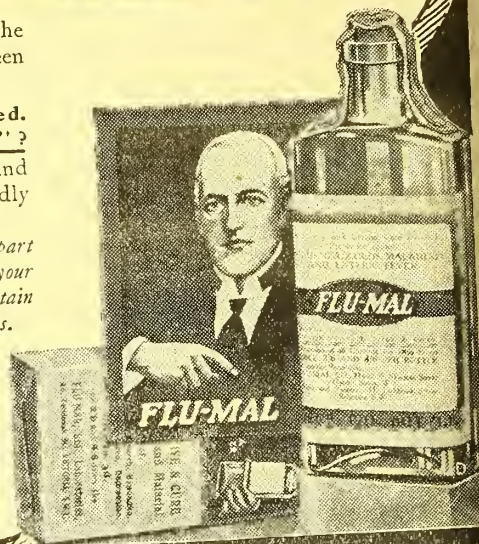
"FLU-MAL" IS A PROVED REMEDY, AND HUNDREDS OF TESTIMONIALS HAVE BEEN RECEIVED.

"FLU-MAL" is obtainable from your usual Wholesaler or direct from the Laboratories.

Retail Prices, 1/3 and 2/6, Extra Large sized Bottle, 4/6.

Write for particulars to—

FLU-MAL LTD., 44 Tachbrook Street, London, S.W.1.
Telephone: VICTORIA 7472.

FLU-MAL**ERNEST JACKSON & CO.,**

Manufacturing Chemists. Ltd.

Specialists in: COMPRESSED TABLETS, MEDICATED LOZENGES, &c.

INVENTORS
of

Glossettes
REGD.

THE ORIGINAL
(cushion-shaped)
PELLETS of

LIQUORICE & MENTHOL,

and other Sugar-free Combinations for Complaints of the Respiratory Organs.

Offices and Works: **CREDITON, DEVON.**

Telephone: Crediton No. 10 Telegram: "Jackson Crediton."
London Depot: Plantain Place, Crosby Row, Borough, S.E.
Telephone: Hon 9668.

John E. Raworth & Moss
Chartered Patent Agents.

The Old Mansion House, 73 Cheapside, E.C.2. AND Queen Anne's Chambers, Westminster, S.W.1.

**ALL CHEMISTS
SHOULD STOCK**

ABDINE

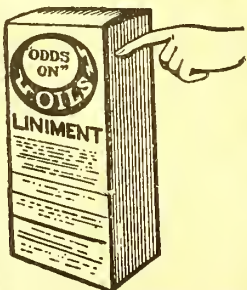
THE GOLD MEDAL FRUIT DRINK.

Quick Seller. Big Profits. Over 40 Years' Reputation.

"Abdine" is the most popular Health Drink, superior to all Mineral Waters. Sold in Packets, 11d. each; Boxes of 13 packets, 1/6.

Wholesale Prices on application. Sample Box 1/6.

D. McGLASHAN, M.P.S., Abdine Works, Westfield Road, EDINBURGH

RAPIDLY INCREASING DEMAND FOR**"ODDS ON" OILS**

Liniment for RHEUMATISM, SCIATICA, SPRAINS, CHILBLAINS, GOUT, LUMBAGO, NEURALGIA, CRAMP, &c.

WIDELY ADVERTISED. Retail Prices: 1/3, 3/- & 8/- bottles.

On the P.A.T.A. List. Obtainable from all Distributing Chemists or direct.

The "ODDS ON" SPECIFICS CO., LTD., 36 & 37 Cock Lane, LONDON, E.C.1.

ÉTABLISSEMENTS CHATELAIN,

2 & 2 bis RUE DE VALENCIENNES, PARIS.

Sole Manufacturers of

JUBOL**RE-EDUCATION OF THE
INTESTINE.**Constipation, Enteritis, Hæmorrhoids,
Indigestion, Skin Blemishes, &c.

Price 5/- per box.

GLOBÉOL**POWERFUL BLOOD TONIC.**Anæmia, Nervous Exhaustion, General
Debility, Tuberculosis Convalescence,
etc.

Price 5/- per bottle.

PAGÉOL**POWERFUL URINARY
ANTISEPTIC.**Cystitis, Prostatitis, Catarrh of the
Bladder, Renal Tuberculosis, etc. etc.

Price 5/- and 11/- per box.

JUBOLITOIRES**SCIENTIFIC SUPPOSITORIES**For Hæmorrhoids, Rectitis, Anal Fistula, etc.
Anti-hæmorrhagic, Sedative, De-congesting.

Price 5/- per box.

URODONAL**POWERFUL URIC ACID
SOLVENT.**Rheumatism, Gout, Arterio-sclerosis,
Stones, Gravel, Sciatica, Neuralgia and
all Uric Acid disorders.

Price 5/- and 12/- per bottle.

VAMIANINENew Scientific Preparation for Chronic
Skin Affections, Psoriasis, Eczema,
Acne, etc.

Price 11/- per bottle.

SINUBÉRASE**SCIENTIFIC PREPARATION OF
LACTIC FERMENTS.**Indicated in Intestinal Disorders,
Dysentery, Diarrhœa, Dyspepsia, Enteritis,
Typhoid, Skin Eruptions, etc., etc.

Price 5/- per bottle.

FANDORINEMetrorrhagia, Dysmenorrhœa and Lactation,
Pains, etc. etc.

Price 5/- and 11/- per bottle.

FILUDINE**SPECIFIC FOR THE LIVER.**Malaria, Diabetes, Cirrhosis, Sluggish
Liver, Tuberculosis, etc.

Price 11/- per bottle.

BRITISH AND COLONIAL AGENTS—**Pharmacists & Foreign Chemists, 164 Piccadilly, LONDON, W. 1.**

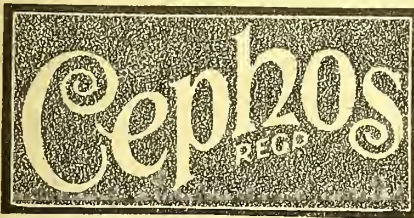
Telegrams: "URODONAL LONDON." Telephone: Regent 192.

AUSTRALIAN AGENT: Mr. BASIL KING, Malcolm Buildings, Sydney, N.S.W.

INDIA (SUB-AGENTS): G. ATHERTON & CO., 8 Clive Street, Calcutta.

Stocked by all Wholesalers.

Now being largely advertised.

Heppells**For NEURALGIA, HEADACHE,
RHEUMATISM and INFLUENZA.**

Write for wholesale terms to

CEPHOS LTD., Blackburn, Lancs.**SAPONINE**

(SOLUBLE)

Special Terms to Wholesalers and Large
Consumers.

MANUFACTURED BY

C. W. FIELD, LTD.,
Cambrian Mills - - Liverpool.**HEALO**

TRADE MARK REGD

**SKIN
OINTMENT.**

P.A.T.A.

CARRIAGE PAID BONUS ORDER.

6 doz. 1/3 @ 11/6	...	...	£3 9 0	Sells for	£4 10 0
Less Window Show Allowance	...	...	0 5 0		
			£3 4 0		
BONUS—1 doz. Free...	...	...	0 15 0	Sells for	£5 5 0
			£5 5 0	Costs...	3 4 0
				Profit ...	£2 1 0

= 64%**ATTRACTIVE SHOWCASES, WINDOW
BILLS, CARDS and FREE SAMPLES.****MAURICE SMITH & CO., LTD.**
Manufacturing Chemists, Kidderminster.

Antiphlogistine
TRADE MARK

25% PROFIT
(P.A.T.A.)

Additional 5% on £2:0:0 orders, CARRIAGE
PAID, cash with order, from your wholesale house
or direct from the

SOLE
BRITISH
AGENT:

41 ST. ANN'S ROAD

J. F. MURPHY,
LONDON, E. 3.



Grasshopper Ointment & Pills

WE beg leave to announce that Grasshopper Ointment and Pills are now supplied in 1/3 and 3/- size boxes only, their sale in larger boxes being discontinued. The sale of lint and bandages has also been discontinued, and no further orders for the same can be executed.

ALBERT & CO.

73 Farringdon St., London, E.C. 4.

P.A.T.A. NOTICE.

113 Temple Chambers, E.C. 4.

April 17, 1920.

The following revised prices are
now in force:

Advertised Price.	Minimum Retail Price.	Minimum Wholesale Price.
3/3 Bronnley's Otto of Rose Soap (Courvoisier)...	3/3	26/- doz.
(Through a misprint in Messrs. Bronnley's entry in the 1920 YEAR BOOK, p. 74, the M.W.P. of the above is incorrectly stated to be 26/6 doz.)		
Browning, Wm., & Co.'s Preparations:		
6 oz. "Semprolin" Laxative		18/- doz.
Cream (80% Liquid Paraffin)	2/-	
12 oz. ditto	3/3	34/- "
3-oz. size discontinued.		
D.D.D. Co.'s Preparations:		
3/- D.D.D. Prescription	3/-	27/- doz.
1/3 " Soap	1/3	10/- "
Parke, Davis & Co.'s Preparations:		
Capsolin (for dispensing)	9d. oz.	6/- lb.
1/9 Storaxol	1/9	14/- doz.
1 lb. " (for dispensing)	10½d. oz.	6/5 lb.
5 lb. "	—	6/3 "
10 lb. "	—	6/- "

Salvo Petrolia

the perfection of Petroleum Jelly

in qualities, white, lemon, yellow
and golden, for pharmaceutical
purposes.

MANUFACTURED SOLELY BY

The Dee Oil Company, Ltd.

Delta Works . Bootle . Liverpool.

Packed in barrels, kegs and smaller
packages according to requirements.

Inquiries are solicited for this article
of **British Manufacture**, and
buyers may rely that for quality and
price, it will meet any competition.

Other Grades

Petroleum Jellies, White Bases, &c.

Samples and prices on application.

"OLEUM DEELINÆ," a certain cure for Eczema.

Phone: 186 Bootle.

Wires "Cestrian Liverpool."

It will pay you to stock them !

WHEN the public demand goods
bearing a specified name the wide-
awake retailer prepares to meet that
demand and so reap the benefits which
follow.

IGLODINE is fast becoming a house-
hold word, and the public, as the result
of an extensive campaign, and the satis-
faction which comes after trial, are
demanding **IGLODINE PREPARATIONS**.

Are you the retailer who is preparing
to meet the demand ?

MACHON'S COMFORTINE

*has for Forty Years
been the Best & Safest
Infants' Preservative.*

**COMFORTINE contains no Opiates
or Dangerous Drugs whatever.**

*During teething it is
a real Baby's friend.*

PREPARED BY

Machon's Comfortine Ltd.

Coalville, LEICESTER.

Fixed Minimum
Price:

1/3 PER BOTTLE.

Iglodine.

For Cuts, Burns, Scalds, Wounds, etc.,
and for Colds, Influenza and Throat
Trouble, Iglodine Preparations are
remarkably effective.

IGLODINE SPECIALITIES :

Antiseptic
Embrocation
Ointment
Pastilles
Tablets
Soap
Nasal Douche
Suppositories

Our terms to the trade have
been revised, & the Retailer
now secures a profit of 50 %
on the sale of IGLODINE
SPECIALITIES.

Write to-day
for full par-
ticulars to—

The IGLODINE Co., Ltd.
NEWCASTLE-ON-TYNE.

Ⓕ (13)

CROSFIELDS' CHEMICALLY PURE GLYCERINE. PYRAMID BRAND.



The finest Glycerine obtainable for medicinal purposes. Absolutely pure. Guaranteed to stand all the tests of the British Pharmacopœia.

IN 14#, 28# & 56# TINS. (WOODEN CASES.)
1, 2½, 5 & 10 CWT. DRUMS. (RETURNABLE)

JOSEPH CROSFIELD & SONS LTD Chemical Manufrs. WARRINGTON.

PURE

Olive Oil

Olive Oil

(Genuine Castille)

Soap

LEON FRENKEL,
10 Lime Street, London, E.C.3.

D.D.D. Prescription

FOR ALL SKIN & SCALP DISEASES

A well-advertised, high-grade preparation, enjoying a steadily increasing sale. On the P.A.T.A. protected list, giving the retailer a profit of about 25%

TRADE PRICES.

D.D.D. Prescription	3/-	bottle, M.R.P. Face Value,	per doz.
"	5/-	" " " "	@ 27/-
"	"	" " " "	" 47/-

In two strengths Ordinary and Strong.

D.D.D. Soap	...	1/3 tab. M.R.P. Face Value,	per doz.
" Shaving Soap	1/6 stick	" " " "	@ 10/-
" Vanishing Cream	2/6 jar	" " " "	" 13/6
" Shampoo Powders	2/6 box	" " " "	" 22/6

Carriage paid to any part of the United Kingdom.

Showcards &c. Supplied Free.

D.D.D. Co., Ltd.
3, 5, 7 Fleet Lane, Ludgate Circus London, E.C.4

Petroleum Jelly

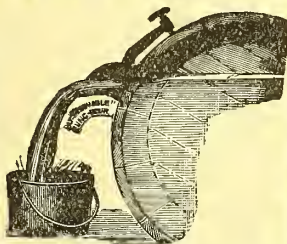
White, Yellow, Amber,
& Ruby Red, for all
Pharmaceutical and
Veterinary purposes

MEADE-KING, ROBINSON & CO., LTD.
LIVERPOOL - MANCHESTER - LEEDS.

Wells' Removable Bung Pour (PATENTED).

For emptying Casks without Pump, Tap or Stillage. Applied to and removed from any cask instantly. All waste and mess prevented. More rapid in action than a pump. Will fit any ordinary cask from 20 to 60 gallons.

Does not damage the cask.



A. G. WELLS & CO. 90 Midland Road, St. Pancras, N.W.1 LONDON.

TECHNICAL AND MEDICINAL
WHITE OILS.
PETROLEUM JELLIES.
PARAFFIN WAXES.
NEUTRAL OILS,
Debloomed and Undebloomed.
PALE & RED LUBRICATING OILS
CYLINDER OILS.

W. J. SMITH, SOLE EUROPEAN
REPRESENTATIVE,
THE JAMES B. BERRY'S SONS CO. Inc.
110 Cannon Street, London, E.C.4.

METHYLATED SPIRIT

OILS AND CHEMICALS

Buy from one of the oldest houses in the trade.
Write for Prices. Established 1794.

SAMUEL THORNLEY, Ltd., Birmingham.

ADEPS LANÆ, P.B.

THE FINEST BRITISH LANOLINE PRODUCED
IS MANUFACTURED BY

THE PHARMACEUTICAL LANOLINE CO.
Carnwath Road, Fulham, London, S.W.
WHO INVITE INQUIRIES.

"LANZONE" BRAND LANOLIN B.P.

IMMEDIATE DELIVERY
FROM STOCK.

THE PRODUCE BROKERS CO., Ltd.
24-28 ST. MARY AXE, E.C.3.

TELEPHONE: AVENUE 3410 (9 Lines).

TELEGRAMS: "SYNTAX LONDON."

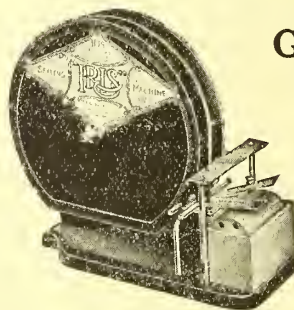
ADEPS LANÆ B.P.

"ULTRA VI" Brand.
The Latest & Best.

— Inquiries Invited. —

THE
C.V.O. Chemical Works,
LIMITED,
Petersham Road,
RICHMOND (SURREY).

THE "IRIS" SEALING MACHINE FOR GUMMED TAPE



□
**STRONG
SIMPLE
EFFECTIVE**

If you are not already using our
GUMMED TAPE for your parcels and
packets, it is worth your while to send
for samples and prices.

R. A. STEPHENSON, LTD.

130 Queen Victoria Street,
LONDON, E.C.4.

Telephone :
CITY 2577.

Telegrams :
"ECONORAST, CENT, LONDON."

OLIVE OIL

The position is very acute, and it is almost impossible to obtain further shipments. Buy your requirements of Edible Oil before :: the season commences. ::

FINEST FRENCH. The best quality on the market.

FINEST SPANISH. Cream Edible.

We can also supply very advantageously :

ESSENTIAL OILS (all descriptions) **CASTOR OIL**
CREAM OF TARTAR, 99/100 B.P. **SARSAPARILLA**
LIQUORICE BLOCK AND STICKS **HYDRASTIS**

CASTILE SOAP **WHITE**
ETC. ETC. **MOTTLED**

LOWEST PRICES. **HIGHEST QUALITY.**
STRICTLY WHOLESALE. **SAMPLES, PRICES**
AND FULL PARTICULARS ON APPLICATION.

F. CHIESMAN & CO.,
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Telegraphic Address : "PALUSTRIS, LED, LONDON."
Telephones : - AVENUE 63 (2 lines), 6994.

AND AT LIVERPOOL, GLASGOW, BRISTOL, ETC.

A SPA IN THE HOME



EUSALAX

A pleasing Mineral Aperient & Tonic.

For sufferers from Rheumatism, Gout, Sciatica, Neuritis, Lumbago, Eczema, Dyspepsia and Constipation.

"EUSALAX" is a careful and scientific combination of the beneficent mineral salts of some of the most famous Continental spas. It is one of the greatest solvents of Uric Acid, a natural stimulant to the liver, kidneys and intestines, and a sure blood purifier.

"EUSALAX" is being extensively advertised and is sure to prove a strong selling line.

Retailed in 1/- boxes: trade terms 7/6 per doz. boxes.
(Yielding 60% profit to chemists)

Also Retailed in 2d. packets: trade terms 1/4 per doz. pkts.
(Yielding 50% profit to chemists)

GEORGE WALKER & SON, Ltd., Reid St., Bridgeton, Glasgow
(ESTABLISHED 1860) 

HAVE YOU TRIED US FOR—
MEDICATED LOZENGES, PASTILLES, JUJUBES, CACHOUS, ETC.?

SAMPLES AND PRICES CAN BE HAD ON APPLICATION TO—

THE MEDICATED CONFECTIONERY CO.,
5 DANIEL'S ROAD, NUNHEAD, LONDON, S.E.15.

Telephone: 138 Pendleton. ESTABLISHED 1855. Telegraphic Add.: "Champagne Manchester."

B. ROBINSON & CO., Ltd.

PENDLETON, MANCHESTER.

CONCENTRATED WATERS

Aqua Amygd. Amar. Conc. (U.S.)
" Anethi Concent.
" Anisi "
" Camphoræ "
" Caryophyl "
" Carui "
" Cinnam. Ver. Conc.

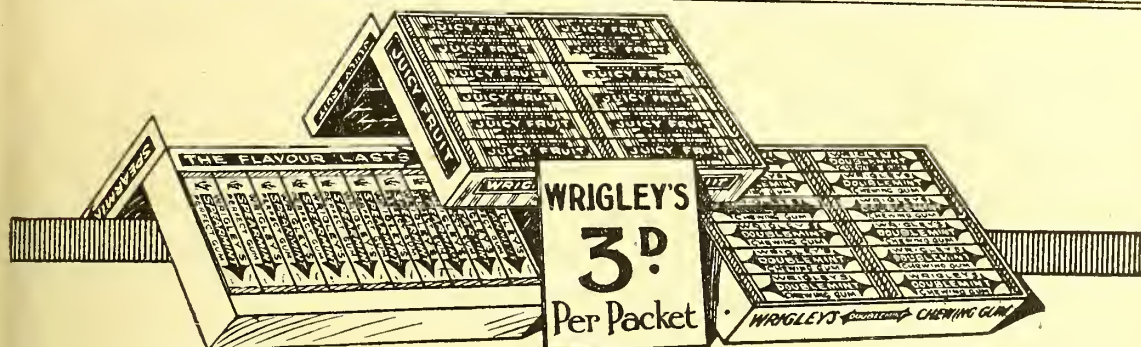
Aqua Cassiæ Conc.
" Flor. Aurant. Conc.
" Sambuci Conc.
" Fœniculi Conc.
" Menth. Pip. Conc.
" " Ang. Conc.
" " Virid. Conc.

Aqua Pimentæ Conc.
" Pulegii "
" Rosmarini "
" Rosæ "
" " Virgin Conc.

WHOLESALE TERMS ON APPLICATION.

Robinson's Concentrated Waters are stocked by all the best known Drug Houses. Chemists are advised to get into direct communication should they experience difficulty in obtaining them. They are unsurpassed by any other make.

STANDARDISED Customs drawback on Export Orders now allowed. Inquiries solicited, which shall have TO B.P. 1914. prompt attention. Samples Free to the Trade.
NOTE.—These ORIGINAL Concentrated Medicinal Waters (1-40) still maintain their foremost position.
REFUSE ALL SUBSTITUTIONS OR IMITATIONS.



You'll be surprised what a lot you sell!

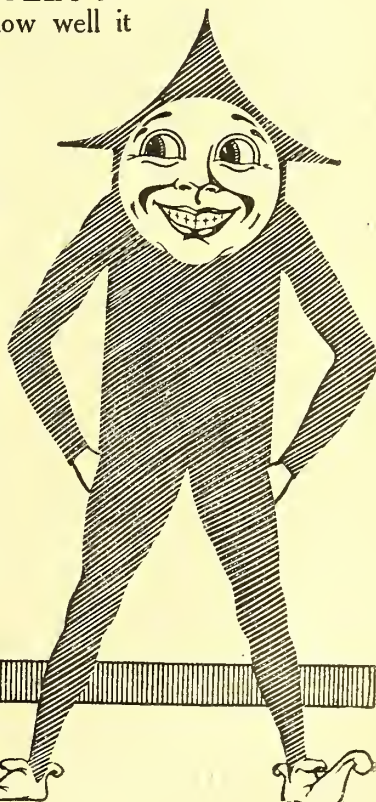
Show the "WRIGLEY 3" Chewing Gums in your Window and on your Counter and see how quickly your stock will sell. People are realising that Wrigley's Chewing Gum is healthy and good for them, and they ask for Wrigley's.

Quick Turnover Sales mean Larger Profits for You.

WRIGLEY'S will help you to sell other goods besides. And the more you sell, the quicker your turnover and the larger your profits. Introduce the "WRIGLEY 3" to your Customers, Mr. Retailer, and see how well it will pay you.

SHOW—and—SELL
WRIGLEY'S 3

There are three kinds of Wrigley's—(1) Juicy Fruit, (2) Spearmint, and (3) Doublemint. These neat little sealed packets are unfailing in catching the eyes of the millions who see the "Wrigley's" Press Advt's. Striking Showcards and other Advertising and Sales-Aiding Literature will be sent free on request. These will help you to make a sales-creating Display. "WRIGLEY'S 3" retail at 3d. a Packet, and it will pay you well to show them in your window and on your counter.



From all Druggists Sundriesmen, or from—

WRIGLEY'S LTD., 235 Westminster Bridge Road,
LONDON, S.E. 1.

THE MOST ECONOMICAL INFANTS' FOOD.

TRADE MARK

FRAME FOOD

ON P.A.T.A. LIST.

SHOWCARDS FREE.

FRAME FOOD CO., Standen Road, Southfields, London.

When consulted about
Diabetic Foods
remember the advantages
of the "ENERGEN" Brand.

*Prescribed by leading Specialists.
Carry a good profit to the Chemist.
Inquiries invited.*

Therapeutic Foods Co.
19c Roundwood Road, Willesden, N.W. 10.

REAL SILVER LEAF

As supplied for many years to the
leading Houses for Pills, Cachous, &c.

We also supply

GOLD LEAF AND GOLD POWDERS

WHOLESALE ONLY.

E. WINTER & CO. LTD.

Head Office : 64 Cheapside, London, E.C. 2.

TELEPHONE : Central 985.

**MALT & COD LIVER OIL**

Prepared only from the Finest East-Coast Barley, combined
with the best Norwegian Non-Freezing Cod Liver Oil.

*Packed in Screw-Capped Jars, Bottles and Tins, holding 1 lb. and 2 lb. Neatly Labelled
and Wrapped. Customer's Name printed on Labels for Orders of 1 Gross and upwards.*

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London-Avenue 5661
(3 lines).

PERRY & HOPE, Ltd.

Telegrams:
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NITSHILL, near GLASGOW.

London Office: 1 LEADENHALL STREET, E.C.3.

Ask us
quotations & samples for
**ESSENTIAL
CHEMICALS
AND OILS.**



New Season's

Jensen's



Non-Freezing

NORWEGIAN

COD LIVER OIL

RUSSIAN LIQUID PARAFFIN, B.P. S.G. 875, 880, 890
White, Half-white, Yellow, Green and Red (Odourless).

MINERAL OIL, White, Half-White, Yellow, Green and Red,
Bloomless and Odourless.

PETROLEUM JELLY. White, Cream-White, Lily-White, and
Yellow.

PARAFFIN WAXES & SCALE WAXES in various M.P.'s.

HALIFLOR NATURAL FLORAL ESSENCES.

HALIFLOR WATER-SOLUBLE FLORAL ESSENCES, for
perfuming Toilet Preparations and Shampoos.

FLOROZON HAND AND PNEUMATIC SPRAYERS.

FLOROZON PNEUMATIC PERFUME SPRAYERS, in Nickel,
Silver and Gold Plating.

FLOROZON DISINFECTING ESSENCES.

Samples and Prices on Application.

Established
1878.

HERTZ & CO.

Established
1878.

Offices—9 MINCING LANE, E.C. 3.

Warehouses & Laboratory—20 BEVIS MARKS, E.C. 4

Telegrams: "FRESHNESS, FEN, LONDON."
Telephone: 10607 CENTRAL



4-oz. size, retailed at
1/- per tin.

A FREE TIN
will be sent for your
personal trial on receipt
of application on letter
heading.

CARVER'S TONIC SALTS

A scientifically prepared Effervescing Saline with
the following fine selling points :

1. Tip-top quality. Impossible to produce a better.
2. Exceptionally attractive package.
3. A profit of 50 % to you.

PRICE :

In 1-gross lots, 100/- per gross, carriage paid.

**Less special discount of 5 % on orders
sent DURING APRIL ONLY.**

SOLE PROPRIETORS—

JOHN CRAMPTON & CO., Ltd., Deansgate, MANCHESTER.

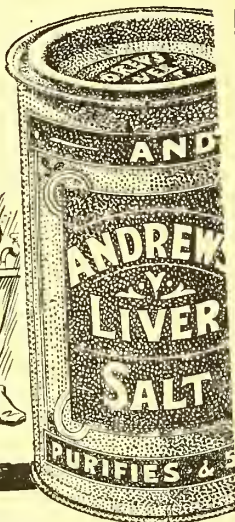
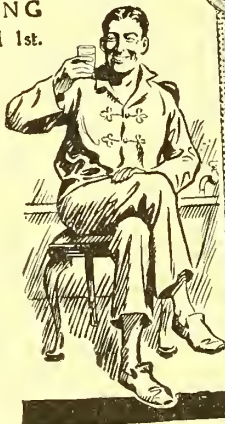
Increased Prices
OPERATING
From MARCH 1st.

USUAL
SIZE

1/-

FAMILY
SIZE

1/10



To the Chemist—

These new Andrews' prices provide for a larger profit margin than before. Ordering by the gross, the profit is 25% on both sizes (3d. and 5½d. per Tin respectively). Andrews' Liver Salt gives its users the satisfaction which makes them buy again—regularly. If you already sell Andrews', you will know that this is so.

In case you have still to make the acquaintance of this quarter-of-a-century-old Home Medicine, we invite you to write for a free tin for your personal Trial, and our Trading Terms.

SCOTT & TURNER, Ltd. Manufacturers (Dept. "C.D.")
Newcastle-upon-Tyne, Eng.

LONDON DEPOT:—

I. C. Gambles & Co., 49 Farringdon Street, E.C.4.

BURROW'S MALVERN WATERS

(Bottled only at St. Ann's Well, Malvern)
BRITISH and BEST of TABLE WATERS.

"MALVERNIA" (Molly).—A sparkling and alkaline Table water. A perfect water for mixing with Wines and Spirits highly recommended by the medical profession.

"Malvernia" (Reg'd.)

A SPARKLING AND
ALKALINE TABLE WATER.
The Water with a "bite."

"MOLLY."

BURROW'S GINGER ALE, LEMON-ADE, GINGER BEER, prepared with the MALVERN Water, and only the purest and most reliable ingredients employed.

Price List and all particulars may be had upon application to:—W. & J. BURROW, LTD., THE SPRINGS, MALVERN; or from the Sales Management, LONDON STREET, PADDINGTON, LONDON, W. Telephone Padd. 1810.

Distributing Centres :

London, Liverpool, Brighton, Southampton, Newcastle, Leeds

SCIENTIA

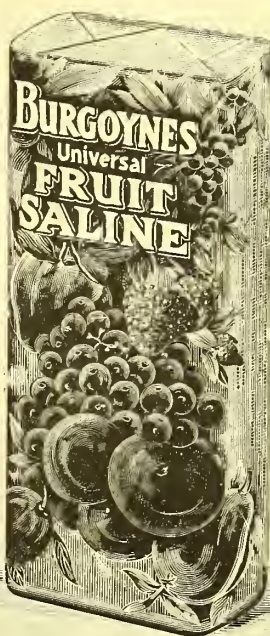
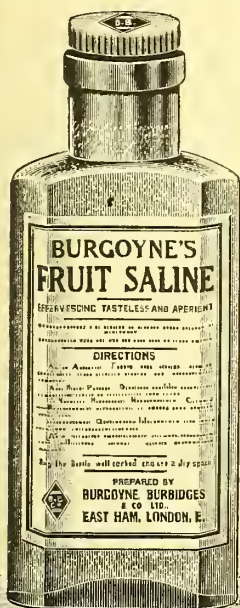


DILIGENTIA

BURGOYNE'S UNIVERSAL FRUIT SALINE

Is a Preparation of Proved Value. Packed
in a Manner that Appeals to the Public

IDEAL FOR WINDOW DISPLAY



M. R. P. **2/3**
SHOWING at LEAST
50% PROFIT

SHOWCARDS
SUPPLIED.

WINDOW SHOWS
ARRANGED

Book NOW for Spring Delivery. Write for our Counter-Requisite List.

Burgoyne, Burbidges & Co., Limited.
EAST HAM ————— LONDON, E.

Telegrams: "ZOTALENE, PHONE, LONDON."
Telephone: EAST HAM 686 (Four Lines).

BISHOP'S Natural Fruit Saline.

THE BEST SELLER.

This preparation, our latest Saline, made by our special process, without Sugar or Saccharine, is a unique Saline. It is strongly effervescent and delightfully palatable, making a bright, refreshing draught which acts as a mild but very thorough aperient, anti-acid and liver stimulant.

Bishop's Natural Fruit Saline is taken regularly with pleasure and safety by men, women and children all the year round. This steady demand makes it a profitable winter line. It keeps perfectly in all climates.

The Wholesale price is 20/- per doz. On £5 lots, discount 10%, and carriage paid.

The P.A.T.A. Retail Price is 2/3 per bottle.

This ensures a profit of 9d. per bottle to the chemist.

Prepared only by

ALFRED BISHOP, LIMITED, 48 Spelman Street, LONDON, E. 1.

PURE ORANGE WINE

A. MILLAR & CO., LTD., DUBLIN

VINUM AURANTII B.P.

Prepared in strict accordance with the Formula of the British Pharmacopœia.
London Agent: JAMES STIRTON, 43 GREAT TOWER STREET, E.C.3.

(Wholesale only)

TO USERS and DEALERS in METH. SPIRIT and SPIRIT OF WINE.
FOR QUOTATIONS apply to—

PRESTON'S LIVERPOOL DISTILLERY CO., L^D

The Largest Makers in the United Kingdom.

BANKHALL DISTILLERY, SANDHILLS, LIVERPOOL. Office : 4 India B'ngs, Water St, Liverpool.

WINGARNIS

Sells readily ALL the time.

COLEMAN & CO., Wincarnis Works, NORWICH.

**IMPORTANT NOTE
TO CHEMISTS
WITHOUT LICENCES**

It has been established by law that Registered Chemists may sell "Wincarnis with Quinine" without a licence.

Potter & Clarke's Original Specialities



CREAMS

A Revolution in
Medicated Lozenges.

Raspberry Sulphur Creams.
Sulphur Figs.

ONLY SHOW THEM.
THEY SELL THEMSELVES.

1/11 per lb. 28 lb. 1/10 56 lb. 1/9
112 lb. 1/8½

ALL-THE-YEAR-ROUND CONFECTION.

SIMRO'S WHITE ALPINE MINTS

A delightful Peppermint-flavoured Cream, made
with pure Sugar and the Finest Peppermint Oil.

A PURE & WHOLESOME SWEETMEAT FOR YOUNG & OLD.

PRICES :

1/10 per lb. 28 lb. 1/9. 56 lb. 1/8. 112 lb. 1/7. Retail 2d. per oz., 8d. ¼-lb.



Medicated Pastilles.

OUR OWN MANUFACTURE.
PREPARED ENTIRELY WITH THE FINEST GUM ARABIC.

BLACK THROAT PASTILLES. BLACK ANTISEPTIC PASTILLES.

If ordered "Throat Pastilles," our ribbed shape sent.
If ordered "Antiseptic," small oval shape sent.

CHILDREN'S THROAT PASTILLES. EUCALYPTUS GEMS. CHLORO-PINES (our speciality).

LINSEED, LIQUORICE and CHLORODYNE.

The best and strongest on the market.

2/8 per lb., Packed in 4lb. tins. 16 lb. 2/6. 28 lb. 2/5.

EUCALYPTUS and MENTHOL PASTILLES, 3/- per lb.

POTTER & CLARKE, LTD.

60/64 ARTILLERY LANE, LONDON, E.1.

And at 24 LUNA STREET, GREAT ANCOATS, MANCHESTER.

OFFICES..
GT TURNSTILE,
HIGH HOLBORN.

WORKS..
WHETSTONE PARK.
LINCOLN'S INN FIELDS.

FORD, SHAPLAND & CO. LTD.

LABEL & GENERAL PRINTERS.

TELEPHONE
CITY 65.
TELEGRAMS
FORSHAPCO.
WESTCENT.
LONDON.

SHOWCARDS · CARTONS
ENVELOPES OF ALL KINDS,
SHAMPOO, CORN SILK &c.
DENTAL & OPTICAL
CIRCULARS.

GT TURNSTILE,
HIGH HOLBORN,
W.C.1.

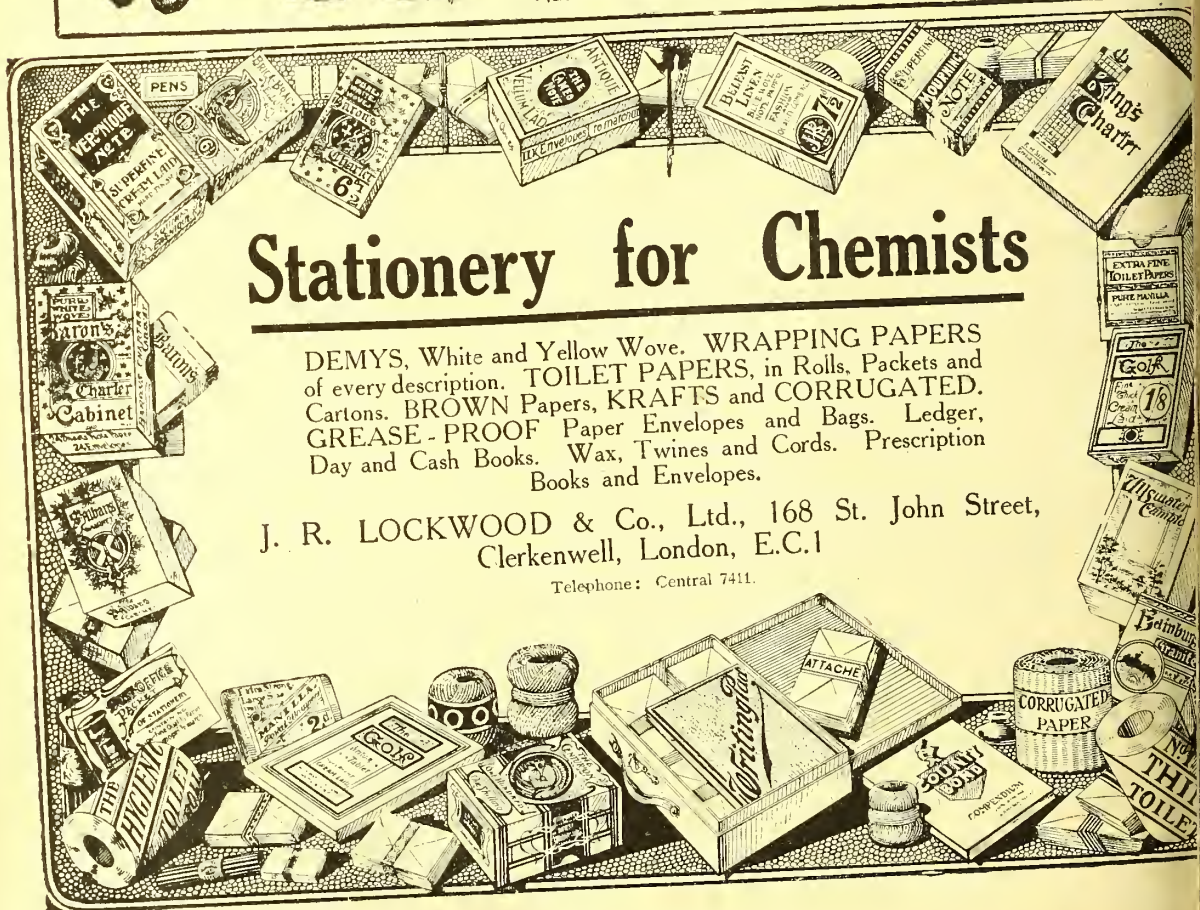
AGENTS FOR THE REGISTRATION OF TRADE MARKS.

Stationery for Chemists

DEMYS, White and Yellow Wove. WRAPPING PAPERS of every description. TOILET PAPERS, in Rolls, Packets and Cartons. BROWN Papers, KRAFTS and CORRUGATED. GREASE-PROOF Paper Envelopes and Bags. Ledger, Day and Cash Books. Wax, Twines and Cords. Prescription Books and Envelopes.

J. R. LOCKWOOD & Co., Ltd., 168 St. John Street,
Clerkenwell, London, E.C.1

Telephone: Central 7411.



GOOD!

IT'S MASON'S
The Drink for the Masses



Millions of glasses used daily
by workers all over the Empire

Please allow us to Sample and Quote—

Citrate Magnesia
Health Salt
Salines
Liver Salt
Blood Salt
Sulph. & Sarsap. Salt
Lemonade
Crystals, &c.

NEWBALL & MASON
NOTTINGHAM



The Finest Quality
Aerated Waters are
made only with
the Finest Quality
ESSENCES

BOAKE ROBERTS

Soluble Essences are
of the finest quality
and being extremely
concentrated are
most economical

Lemon	Ginger Ale
Orange	Stone Ginger (Cloudy)
Ginger	Clear Ginger Beer
Raspberry	Kola Champagne
Strawberry	Lime Juice and Soda
Pineapple	Lemon Squash, Vanilla

A. Boake, Roberts & Co. Ltd.
Stratford, London, E15.

Extract of Malt

and

Cod Liver Oil

IN BULK, JARS OR TINS.

Prices on application.

THE
BRITISH DIAMALT CO.
BISHOP'S STORTFORD.

Proprietors { H. A. & D. D. TAYLOR
H. D. & C. T. TAYLOR



Sixty per Cent. of your Customers HAVE BAD FEET.

Here is an enormous market for you—a wonderful opportunity to extend your sphere of usefulness. You can be thoroughly equipped to deal with every foot ailment. Are you?

Dr. Scholl's Foot Appliances and Specialties give immediate relief in all cases, and gradually restore the normal structure of the foot.

We have launched a nation-wide Advertising Campaign for the benefit of Chemists, and have combined with it a special offer to you.

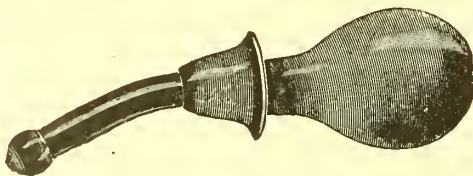
May we send you particulars.

THE SCHOLL MFG. CO., LTD.

1-4 GILTSPUR STREET, LONDON, E.C.1.

WE OFFER FROM STOCK

WHIRLING SPRAYS



Finest stout Rubber Ball and Vulcanite Mount. In Red Velvet and Red Enamel finish. Each in box.

54/- per dozen.

3-dozen lots and upwards,

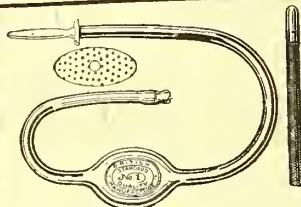
51/- per dozen.

ARTHUR BERTON, Ltd.

15/17 WORSHIP STREET, E.C. 2.

LONDON, MANCHESTER and GLASGOW.

Telegrams: "Aybelim, Finsquare, London."
Phones: London Wall 507; City 598.



ENEMAS

Whirling Sprays and
Surgical Rubber
Goods

of all descriptions.

Wholesale only.

Prompt delivery.

Manufactured by

THE BRITISH RUBBER MANUFACTURES, LIMITED,

Offices: 161 New Bond St.,
London,
W. 1.

Works: Agnes Works,
Agnes Road,
Acton, W. 3.

Sole Agents:

H. & W. GREER, LTD., Greer House, MOORFIELDS, LONDON, E.C.2.

KUTSEAL

THE HEALER

*The Liquid Antiseptic
Court Plaster*

OF ALL CHEMISTS

TRIAL BOTTLE POST FREE ON RECEIPT OF

13. 133 CHURCH ST. BLACKPOOL.

FROM THE KUTSEAL CO.



Wholesale Price
11/6
per doz.

Carriage paid
on orders of 30/-
upwards

2½ % discount
for cash
in seven days

SOLE MAKERS:
The Kutseal Co.
Blackpool.

LONDON AGENTS:

The S. W. K. Co., 1 Portsmouth St., W.C.2.

SPONGE BAGS

No.		Sizes ...	per doz.					
			1	2	3	4	5	6
No. 978.	Sponge Bag, Check Sheeting ...		7 0	8 6	10 0	12 0	14 6	18 0
" 978.	" " Super Best		9 0	10 6	12 0	14 6	16 6	20 0
" 1200.	" Assorted Fancy Colours		11 6	14 0	16 0	19 0	21 6	26 0
" 1200.	" Brown, Double Faced							
" 1200.	Sheeting ...		11 6	14 0	16 0	19 0	21 6	26 0
" 1200.	Sponge Bag, Battiste Sheeting ...		11 6	14 0	16 0	19 0	21 6	26 0
" 1534.	" with one extra pocket (size 4)		...	...	...	...	...	26 0
"	" with two extra pockets (" 5)		...	...	...	...	...	42 0
1203	Sponge Wrap with Pocket Check Sheeting		per doz.					
			Sizes 16 x 16 in. 18 x 18 in. 20 x 20 in.					
			18 0 21 0 24 0					

BATHING CAPS

No.		Sizes	per doz.			
			1	2	3	4
No. 976.	Circular Bathing Cap, Check Sheeting ...		7 6	9 0	11 6	13 6
" 428.	Helmet Shape Cap, Red Rubber, Lined Band, 6 sizes		...	...	...	27 0
	SPECIAL LINE Cap, Finest Para Rubber, Assorted, 4 Colours, decorated, with frills, rosettes, etc.		...	...	...	25 0
"	" Finest Para Rubber, Larger Caps, Assorted, 8 Colours		...	...	...	30 0
	Bag for Bathing Costume, Waterproof Sheeting		...	...	...	42 0
	WATER WINGS, Full Size, Best Quality, British Make		...	...	...	24 0

5% discount allowed for prompt cash off above prices.

We are the right House for BRITISH-MADE GOODS—Anti-Rheumatic Rings, Bandages, Belts, Catheters, Clinical Thermometers, Combs, Enemas, Elastic Hosiery, Hot Water Bottles, Pessaries (Quinine), Rubber Sponges, Splints, Sponge Bags, Tooth Brushes, Trusses, Water and Air Beds, Water and Air Cushions, Waterproof Sheeting, and every description of Rubber Goods.

ILLUSTRATED PRICE LIST POST FREE.

OUR GOODS ARE RIGHT.

MONEY BACK IF NOT SATISFIED.

BURGE, WARREN & RIDGLEY, Ltd.
91 & 92 GREAT SAFFRON HILL - LONDON, E.C.1

Real Good Lines

Pumisope "The Hand Cleaner."

Dry Cloth-cleaning Balls

(All Colours)

Precipitated Chalk

(Powder)

Prepared Chalk

(Powder and Cones)

Fancy Boot-top
Cleaning Balls

(All Colours)

Magnesia, Rouge,
&c.

HANCOCK'S, LTD.

"The Factory," OLD BATTERSEA, S.W.11.

WHOLESALE: Write for QUOTATIONS.

RUBBER CORKS

IMPORTANT

It is not generally known that Corks made of Rubber are to-day 25% cheaper, are more serviceable, reliable, and give greater sealing facilities than any other kind. We specialise for the requirements of the Chemical Trade, and manufacture all standard sizes.

Prices for 8-oz. Bottles ...	Drab	Ammonia Proof.	Acid Proof.
3/3	4/3	per gross	
" 16-oz. "	4/9	5/9	"

Other sizes—Prices on Application.

SPECIAL PRICES FOR LARGE QUANTITIES.

We also manufacture BUNGS for $\frac{1}{2}$ -gall.
and 1-gall. Jars.

RED & BLACK RUBBER CORKS of
the Best Quality for Laboratory use.

Inquiries Solicited.

Garden City Rubber Company

Manufacturers of all Rubber Specialities
for Medical, Chemical & Laboratory use,

Letchworth, Herts.

Telephone: Letchworth 54. Telegrams: "Rubber Letchworth."

**SURGICAL COTTONS
SURGICAL SILKS
HOSPITAL SHEETINGS
RUBBER SHEETINGS
BATISTES**

EDWARD MACBEAN & Co., Ltd.

Manufacturers of Oil-proofed Cloths of every description.

London Office - 6, 8 Lime Street Square, E.C. 3.

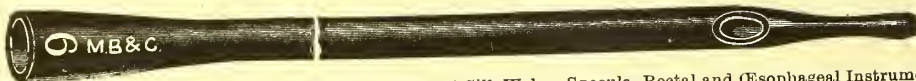
123-125 Howard Street

GLASGOW.

Telegrams { "Diamond Glasgow."
"Stormproof, Led, London."

Telephones { 8387 Central.
1995 Central.

ELASTIC GUM SURGICAL INSTRUMENTS.



Catheters and Bougies, in Black or Brown Gum, and Finest Silk Web. Specula, Rectal and Esophageal Instruments.
Horse Catheters and Cattle Probangs. Wholesale and Export only. *Price List from the Manufacturers.*

MASON BROS. & CHAPMAN, 107 Whitecross St., LONDON, E.C.1.

Phone City 8246.

Telegrams: "Orubelareo, Phone, London."

THE LONDON RUBBER Co.,

183 Aldersgate Street, London, E.C.

"ELARCO" BRAND

Soothers, Bottle Teats, Enemas, Whirling Sprays, Syringes,
Tubing, Sheeting, Sponge Bags, Bathing Caps, Water
Wings and every description of Surgical Rubber Goods.

PRICE LIST ON APPLICATION.

For GUARANTEED

ATOMIZERS and SPRAYS

THE DEVILBISS Co., LIMITED,

71 NEWMAN STREET, LONDON, W.1

**"CORRUGATED"
ROLLS AND BOXES (Collapsible)**

Cut Pieces. Cartons for Packing. Waxed Papers.
Greaseproof Papers. Waxed Corrugated. Tinted
Corrugated. Strong "Outers."

Complete Packing Schemes. Keenest Prices.
Inquiries Welcomed.

IMPORTANT. Address all letters to:

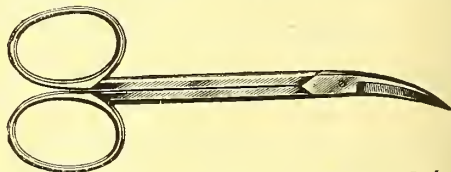
I. M. RICHARDSON, Manager.

GUILDHALL CORRUGATED PACKING MATERIALS CO.

Guildhall Buildings, Navigation Street, Birmingham.

**"INTRINSIC" Brand
(HIGHEST GRADE)**

SURGICAL SCISSORS



Amputating, Dissecting and Veterinary Knives, Symes, Scalpels,
Bistouries, Lancets, Chiropodists' Knives, Corn Planes, etc.

John Milner & Co., Orient Works,

36-38 Matilda Street, SHEFFIELD (Est. 1842).

THE CYNTA MANUFACTURING COMPANY

(Proprietors : ROBERT BAILEY & SON, LTD.)

St. THOMAS' PLACE, STOCKPORT
And 151-7 GOSWELL ROAD, LONDON, E.C.1

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PROPRIETORS and MANUFACTURERS of

"CYNTA" Regd.

**HYGIENIC TOWELINES AND
OTHER SANITARY SPECIALITIES
FOR LADIES AND INFANTS**

NEW ATTRACTIVE SHOWCARDS
AND COMPLETE PRICE LIST
NOW READY.

□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□□

ALL "CYNTA" SPECIALITIES show a good margin of profit, and being of first-class quality should find a ready sale in good-class trade.

Arrangements for a greatly increased output have now been made, and dispatch can be effected promptly.

A sample collection of the most popular lines will be sent on application. This may be examined at your leisure and the whole or any part returned at your convenience.



See the Label?

*That profitable Retail
Price is protected!*

YOU are safe in ordering Sorbo Sponges. They sell at sight and show an **A1** profit, and no competitor can force that profit down or draw your customers away by making a rival display at cut prices.

For this popular line is price-maintained. Every parcel of Sorbo Sponges is sold on the distinct understanding that the contents *must* be retailed at the fixed prices marked on every label.

Sorbo Sponges are **ALL BRITISH**; and there are no other sponges, natural or manufactured, to equal them. The ever-increasing repeat orders prove that, in quality, absorption, softness of texture and durability, Sorbo Sponges give universal satisfaction; and *it is the satisfied customer who comes back for other goods!*

Send a trial order to-day and display Sorbo Sponges. A parcel of three dozen assorted sponges will show you 33 $\frac{1}{3}$ % profit.

YOUR WHOLESALE CAN SUPPLY

Sorbo sponge

THE MOST ABSORBENT RUBBER SPONGE

Protected Retail Prices:

No. 1, 1/3; No. 2, 2/-; No. 3, 3/-; No. 4, 5/-; No. 4R, 7/6; No. 5, 10/6

SORBO RUBBER-SPONGE PRODUCTS, LIMITED,

Telephone :
CITY 9372

24, Walbrook, London, E.C.4.

Telegrams :
Osorbeau, London.

Style of Advert. in Local Paper.

The Torture of the Boot
is not confined to the medieval ages—every man or woman who suffers from corns knows that it is a very real torture of to-day. But why suffer corn torture when you can free yourself of the most stubborn or painful corn—hard or soft, of new or long standing growth, by just a few strokes of



**D^r WILSON'S
"Moovit"
CORN PENCIL**

Over 200,000 customers have obtained permanent foot-ease with this easily applied remedy. Price 1/3; post 1 1/4. Nothing is just as good"—insist on "Moovit."
—Charles Tindale, 78 Baxtergate, Whitby.

Your Business advertised **FREE** for 12 months

YOU can have your business advertised *free* for twelve months if you agree to take up a Sole Agency for "MOOVIT" Corn Pencils.

C. During the next few weeks we are going to appoint an Agent in every town in the British Isles, and we have decided upon the following offer.

C. If you send an order for 12 dozen "MOOVIT" Corn Pencils, we will make you Sole Selling Agent in your district, and we will insert an Advt. (as above—with your name thereon) in the local paper for 52 weeks. In other words, *you get twelve months' advertising FREE.*

C. And you do not require any special knowledge in order to successfully sell "MOOVIT" Corn Pencils, because our advertising in the Daily Press (together with the Advt. in your local paper, and your window display) makes the selling easy; and you get 5½d. on each stick you hand over the counter.

C. Twelve dozen "MOOVIT" Corn Pencils at 9½d. each cost £5/14/0, you sell them at 1/3 each, thus making a profit of £3/6/0. They are attractively packed in display boxes, with striking posters, dummies and advertising matter.

C. We guarantee to buy back any unsold Corn Pencils in your stock-room at the end of the twelve months if you feel you cannot dispose of them.

C. Isn't that a fair offer? Then send along your cheque for £5/14/0 NOW, before your competitor gets the agency.

Sole Manufacturers :

TALBOT WILSON

(Howard Stevens & Co., Ltd., Proprietors)

20 Highgate Road, LONDON, N.W.5



Why Demand is still Growing.

Demand for the Nestlé Feeding Bottle is still growing—and it is growing because it is superior to any other feeder on the market. Its many advantages are so evident that mothers, thinking of the safety and comfort of their babies, are insisting upon the Nestlé Feeder.

The teat and rubber valve of the Nestlé Feeder are made with inner rolls which automatically cling and cannot be pulled off by the child. There is not the usual danger of swallowing the teat as in many other feeders. Pure plantation rubber is used in the manufacture of the teat and valve. Colic is prevented by the rubber valve regulating the flow of air behind the milk. This valve also ensures a steady milk flow in accordance with baby's need.

The central base, tapering flat under surface of the virgin glass feeder enables it to be tilted to, and remain in, any desired position. This saves the time usually occupied holding the feeder. It holds more—the feeding capacity is 10 oz.—sufficient for any child at one feed.

NESTLÉ Feeding Bottle

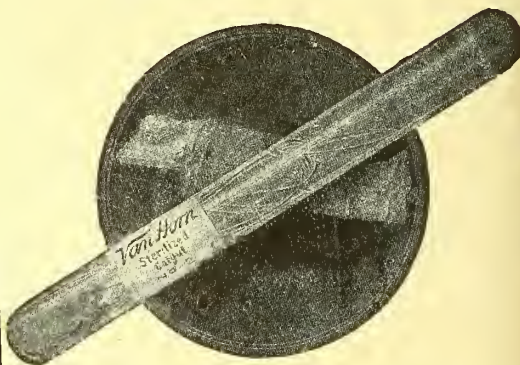
Every part of the Nestlé Feeder, including box, is British made. Every Feeder is sterilised before leaving the factory.

The margin of profit to you is good and the turnover rapid. Write us for full details and current Trade Price List.

NESTLÉ'S (Advt. Dept.),
6-8 EASTCHEAP, LONDON, E.C.3.

The thought behind the tube—

“the patient on the table”



Not “good enough,” but the best from every standpoint—alone assures that degree of “Catgut Safety” demanded when the patient on the table is “one of my own family.”

Only on this peculiarly personal basis is

“VAN HORN” CATGUT

supplied to the Profession.

VAN HORN Obstetrical Suture
(Chromic Gut)

K-Y Lubricating Jelly
An Ideal Emollient.

K-Y Analgesic
The Greaseless Anodyne.

Johnson & Johnson,
Van Horn & Sawtell Depart.
New Brunswick, N.J., U.S.A.

Agents:

JOHN TIMPSON & CO., LTD.
104 Golden Lane, London, E.C.1.

FINEST **BLACKS** AND
COLOURS

(ALL SHADES)

CARAMEL
COLOUR
IN POWDER.

~~~~~  
Guaranteed  
Harmless.

~~~~~  
50

times the concentration
of Liquid Caramel.

Sample on application.

Soluble in
WATER SPIRIT
OIL TURPS
WAX BENZOLINE
GLYCERINE NAPHTHA
PETROLEUM CREOSOTE
and
IN FACT—ANYTHING.

BLACK FOR INK.

MARKING INK.

ETERNITE

A combined Stain and
Preservative for Wood

HOUSEHOLD DYES.

RHEUMSOL BATH SALTS

In 1/- Tins.

WILLIAMS BROS. & CO.

Hounslow, Middlesex.

FREDK. FINK & CO.,

11 10 & 11 MINGING LANE, LONDON, E.C.
SPECIALITIES.—Gums Arabic and
Tragacanth as imported or finely powdered.



SHADEINE FOR COLOURING GREY HAIR

This popular article is largely advertised
and stocked by all Wholesale Houses.
Trial size 8d., per post 10d. Medium, 1/4, per
post 1/7; Large, 3/6, per post 4/-
8d. size 6/- doz.; 1/4 size 12/- doz. 3/6 size, 33/- doz.

THE SHADEINE CO., 58 WESTBOURNE GROVE, LONDON, W.

TINORI?

MOTHER WILL BUY IF SHE SEES IT.
of course she will. What mother doesn't always like her kiddies to look
their best in health and appearance.

ANTHONY LEIGHTON
BEST SHAMPOO FOR CHILDREN

Keeps little heads beautiful and parasite free. Always advertised for you too Non-poisonous.

LET US SEND YOU AT ONCE.

One 6 doz. self-selling carton and 1 doz. Bonus with carrier bags, wrappers, show bills,
cards &c. (It won't be your first order!)

4- PER DOZ. 43% PATA. 60 EACH.
LEIGHTON LABORATORIES 35 GRAYS INN ROAD, W.C.1

Effective, Showy, and
Very Saleable

Losall's - - Ball-Room Floor Polish

For quickly producing
a perfect Polish, on
Floors for Dancing.

Handsome three-coloured
Enamelled Tin,
Perforated Top.

P.A.T.A.
1/6

Per Dozen,
13/6



LOFTHOUSE & SALTMER, Ltd.

Wholesale and Export Drug Merchants and
Manufacturing Chemists,
HULL.

11th SEASON.

THE "MILNER" Straw Hat Cleaner

Sells well everywhere - 3d.



IT IS EASILY
: USED :
AND GIVES
COMPLETE
SATISFACTION

Price— 6 doz. - - 10/- net.
12 „ - - 19/- „

With Showcards, etc. Carriage Paid.
13 to Doz. for cash with order.

DISCOUNT—

Orders of 20/-—2 1/2%; £5—5%; £10—7 1/2%

Milner's Chemical Co. • Liverpool.

PRECIPITATED CHALK

Lightest and Whitest, also Purest Dense

Aug. Levermore & Co., Ltd. 8-10 St. Helens,
LONDON, E.C.3.

Telegrams: "Levermore London."

Telephone: Central 4613



CACHETS "FINOT"

(White or Coloured).

With inscriptions in any desired
tint: also Plain or Embossed.

A distinction all their own.—"C. & D.

Perfection of Cachets."—Lancet.

These Cachets are especially adapted for Headache, Neuralgia
and other powders.

COOPER, SON & CO., Ltd., 80 Gloucester Road, SOUTH KENSINGTON.
In 17 Sizes, to fit the various types of Cachet Machines

CACHETS



WEPS
The Best Quality

WEST-END PHARMACY SUPPLY

(R. Rios)

33 St. Mary-at-Hill, London, E.C.3

Cachets. All sizes, plain and embossed.

Orders accepted for coloured & printed

BLENOSAN CAPSULES

(Kava-Kava & Santal Compound).

Medicinal Capsules, Fine Chemicals.

HAVE YOU TRIED OUT OUR OFFER

of 6 dozen and 1 dozen 6d. packets, along with full advertising matter for
window? Carriage Paid to your address. Sales are immediate direct.

4/ PER
DOZ.
P.A.T.A.
60

Quin Quenna

is shown because it is the subject of a big and
clever campaign embracing all best media.

PER PACKET. CHRISTY'S Old Swan Lane, London, E.C.4.

43



These advertisements are appearing in weekly and monthly periodicals, and are read by thousands of housewives.

Could you supply Movol if you were asked for it?

THE continued high prices for new white linen is making Movol very popular. "A cover stained with Ironmould loses its terror where the Movol magician is, and so easily, too" —this is what *your* customers are reading every week.

Could *you* supply Movol if you were asked for it or would you have to turn them away to "the other man?"

By a judicious display of Movol showcards and a moderate supply of handy tubes these ladies will come *your* way. And why not?



STAIN REMOVER

Removes Ironmould, Rust, Fruit and Ink Stains from
White Linen, Clothing, Marble, etc.

Send a postcard to-day for particulars. A quantity of Showcards will be sent with your supply. Write the Makers--

WM. EDGE & SONS Ltd., Bolton

(The Drummer Dye People).



“But yet I’ll make assurance doubly
sure
And take a bond.”

MACBETH.

**THE LICENSES & GENERAL
INSURANCE COMPANY,
LIMITED.**

24 Moorgate St.,
LONDON, E.C. 2

W. LUSTY & SONS,TELEPHONES:
EAST 755, 1620, 4200, 4201.OFFICES:
110/116 UPPER NORTH STREET,
POPLAR, E. 14.TELEGRAMS:
"COMPARISON, POP, LONDON."WORKS:
Russia Wharf & Saw Mills,
BELL RD., BROMLEY-BY-BOW, E. 3,
and Eastern Saw Mills, POPLAR, E.**PACKING CASES**

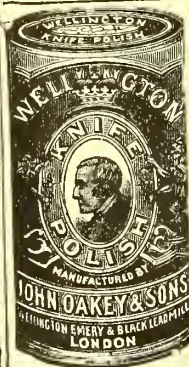
FOR EXPORT & HOME TRADE.

WOOD BOXES AND TRAYS OF EVERY
DESCRIPTION

Partitioned Cases & Crates

Benches, Tables and other Joinery

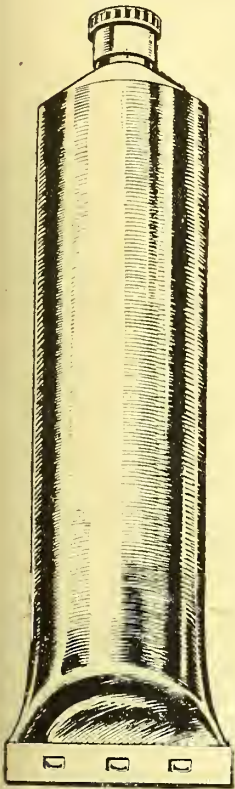
Shooks and Prepared Sawn Wood

*Specialities:***LINDERMAN JOINTED SHOOKS.****CHEAP, NON-RETURNABLE, COLLAPSIBLE CASES FOR HOME TRADE.****Eau de Cologne
Corkscrews**FRANK A. CONDUIT,
SUTTON HOUSE,
2 OLD STREET,
LONDON, E.C. 1.**OAKLEY'S
"WELLINGTON"
KNIFE
POLISH**The original and only reliable
preparation for Cleaning and
Polishing Cutlery, &c.In Canisters, 1d., 2d., 3d., 6d.,
1s., 2s. 6d., and 4s. each.**JOHN OAKLEY & SONS, L.M.**
MANUFACTURERS OF**Emery Cloth, Black Lead
GLASS PAPER, &c.****"WELLINGTON" KNIFE POLISH**The Original Preparation for Cleaning Cutlery.
Canisters, 1d., 2d., 3d., 6d., 1s., 2s. 6d., and 4s. each.**SILVERSMITHS' SOAP**For Cleaning & Polishing SILVER, ELECTRO-PLATE,
etc. Tablets, 6d.**"WELLINGTON" BLACK LEAD**

In Solid Blocks, 1d., 2d., and 4d. each, and 1s. Boxes.

Polishing Paste, Furniture Polish, Plate Powder, Rouge,
Urn Powder, Steel Polish, Crocus, Tripoli, Brunswick Black.

Westminster Bridge Road, LONDON, S.E. 1.



Tubes that attract

Let your collapsible tubes be more than mere containers

REMEMBER—the prospective customers see the tube first. When you are ordering your next supply get Venesta Tubes, they have that quality and finish that is going to help you sell the goods.

Made in pure tin, lead, and lead coated with tin, plain, enamelled and printed with designs to customers' own requirements.

Write for particulars and current prices—your inquiries will receive our immediate attention.

TIN FOIL

We also manufacture Tin Foil in sheets or reels, highly polished, plain, embossed or coloured, and suitable for every purpose.

Venesta Ltd

Collapsible Tubes

1. Great Tower Street, London. E.C.3

CAPPING SKINS

**WHITE AND COLOURED SPLITS,
OPAQUE AND TRANSPARENT
BAUDRUCHE. SPRINKLERS.**

ARTHUR TOOMBS & CO.

Perfumers' Sundriesmen,

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Telephone: Central 13374.

Telegraphic Address: "Deflection, Cannon, London."

SIMPLICITY
—both in use and in
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merit of

SEMREH

BOTTLE CAPS.

They fix themselves,
and when finished are
SIMPLE yet ARTISTIC
in appearance.

**THE VISCOSE
Development Co., Ltd.,
BROMLEY, KENT.**



SO SIMPLE!

We beg to inform our Patrons
that our Telephone No. is now

CLERKENWELL 1588.

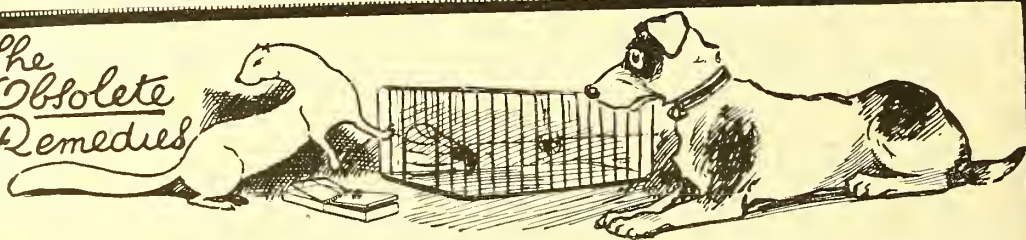
SOLICITING YOUR FAVOURS.

**CAPPING-SKINS
MANUFACTURERS**

Estab. 1889.

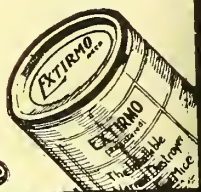
Yours faithfully,
R. LECONTE & CO.

7 & 8 SOUTH STREET, FINSBURY, E.C. 2.

*The
Obsolete
Remedies*

A READY SELLING RAT POISON

of proven value. It is on the Government List. It always retains its effectiveness—therefore creates no bad stock. Now being advertised in the Press. Helping your sales and therefore ours. Extirmo retails in tins at 7½d., 1/3, 2/6, and 5/-. and shows you a splendid profit. *Are you stocking Extirmo?* Write to-day to the manufacturers for full particulars. Prompt deliveries for either Home Trade or Export.

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Absolute
Remedy.*

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ST. ANDREW'S WORKS, HULL.

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SHEEP DIPS Poisonous and Non-Poisonous of all kinds.

DISINFECTANT SOAPS of all kinds.

Sole Proprietors and Manufacturers of
PHENOID (formerly called **PHENYLE**).

DISINFECTANTS

of all kinds, including
LYSOL SUBSTITUTE
and High Co-Efficients.

Largest Makers of Non-Poisonous Sheep Dip in the World.

BATTLE, MALTBY & BOWER

Victoria Chemical Works - LINCOLN.

MANUFACTURERS OF

SHEEP DIPS

(Liquid, Powder and Paste)

CATTLE WASH

EMBROICATION

(Veterinary and Household)

WEED KILLER

DISINFECTANTS

PACKED UNDER CHEMIST'S OWN IF REQUIRED.

WRITE FOR PRICE LIST.

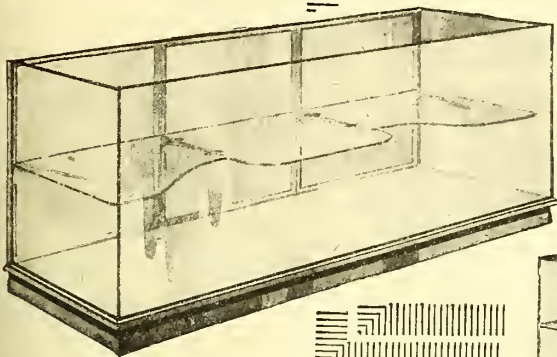
FLY GUM

For Fly Papers and Reels.

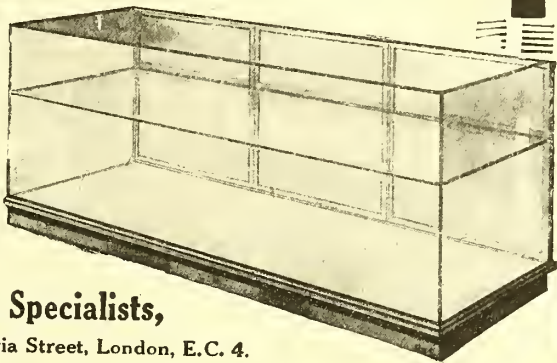
*Guaranteed to retain its stickiness
TWO OR MORE SEASONS.*

Prepared by

E. H. WRIGGLESWORTH,
Manufacturing Chemist - HULL.



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WRITE TO US
ABOUT IT ?



We can help you with any problem for the improvement of your shop front or interior fittings, counters, showcases, etc.

The Counters shown are specially adaptable to the display of perfumery and toilet requisites. Why not Order one to-day.

PARNALL & SONS, Shopfitting Specialists,

27 Summer Row, Birmingham, and 11 Queen Victoria Street, London, E.C. 4.

PARNALL & SONS

**OFFICIAL
RATCATCHER
AND
"RODINE"**

14/2/20.

"I have used your 'RODINE' Rat Poison with splendid success on the 800 to 1,000 farms under my observation as official Ratcatcher for the N.W. Warwickshire District. I find without the slightest doubt it is the finest thing for exterminating Rats and Mice.

'RODINE'

has succeeded where other makes have failed. It is the ideal poison, and I can always rely on having good results."

(Signed) ARTHUR JINKS.

RODINE yields nearly 100% profit.

Get your supplies now.

Write to the Maker:

ARLEY, Manufacturing Chemists, PERTH.

W. DAVIS

100 WOOD ST., E.C. 2
Phone: City 8220.

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WINDOW
DISPLAYS

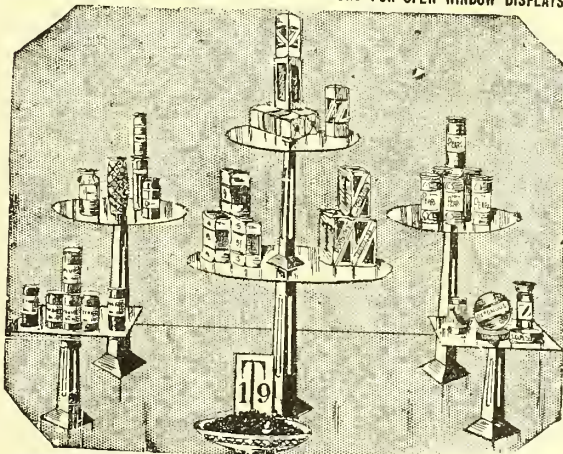


W. DAVIS

100 WOOD ST., E.C. 2
Phone: City 8220.

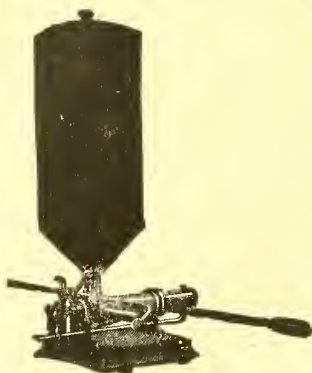
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WINDOW
DISPLAYS

WRITE FOR OUR LIST, SHOWING MANY NEW DESIGNS FOR OPEN WINDOW DISPLAYS.



Set 118.—Consisting of 2 18 in. OAK PEDESTALS, 3 12 in. ditto, and 1 24 in. ditto, with 1 24x18, 2 18x12, and 1 16x10 in. OVAL, and 2 16x10 in. OBLONG PLATE GLASS SHELVES and 1 WILLOW BOWL.
PRICE 92/- COMPLETE.

My WINDOW PAPERS are 4/3 per roll of 12 yards 21 in. wide. WRITE FOR SAMPLES.



Tubes, Jars, Pots, Filling Machine.

The "CENTRAC" Machines

for filling bottles, collapsible tubes, pots,
jars, etc., and for closing collapsible
tubes.

Hand or Power Driven.

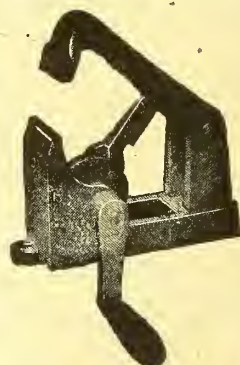
*Made in England.
Strong, Simple, Reliable.
Easy to Work.
Inquiries Solicited.*

SOLE MAKERS I

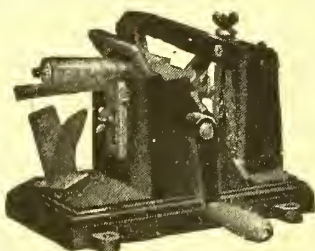
**THE BANISTER
STREET WORKS, LTD.,
Engineers,**

45 HIGH STREET,
HOMERTON, LONDON, E.9

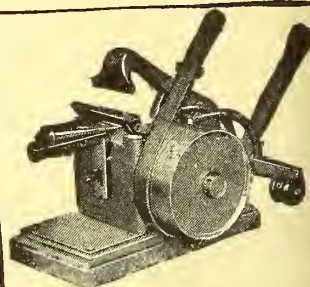
Telegraphic Address: "Clotula, Hack, London."



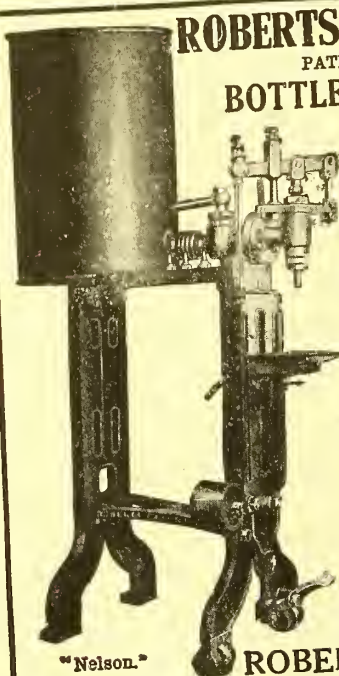
Clip Fastening Machine.



Hand Tube Closing Machine.



Power Tube Closing Machine.



ROBERTS' ORIGINAL PATENT BOTTLE-FILLING MACHINES

Don't waste money
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**Roberts'
Machines**

which actually
**Created the
Records**
for
**CLEANLINESS
SIMPLICITY,
and Rapidity in
Bottle Filling.**

"Nelson."

**ROBERTS' PATENT
FILLING MACHINE CO.,**

33 ROUNDROFT ST., BOLTON.

OUR LATEST PATENT "ALPHA" PRICE £14, WILL
FILL 10 GROSS BOTTLES PER HOUR.

Write for Particulars.

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Specially pre-
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tration of Water,
Beer, Spirits,
Vinegar, Wines,
Gelatine, Pharma-
ceutical Products
and Essences.

**GIVES A CLEAR AND
SPARKLING FILTRATE
AT A MINIMUM COST.**

PURE, NEUTRAL AND INSOLUBLE.

Write for Samples and Prices to
TURNER BROTHERS ASBESTOS CO., Ltd.,
ROCHDALE, England.

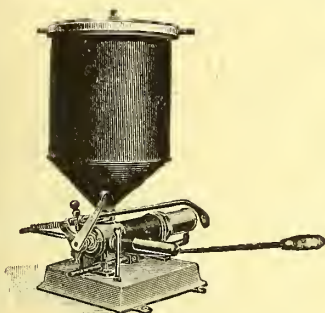
THE British Glass Blowers LIMITED

Birnam Works, Birnam LONDON, N. 4.
Road, Tollington Park.

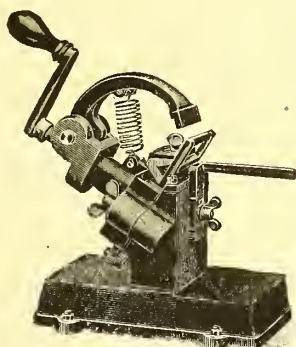
Telephone No.: Hornsey 2247.
Telegrams: "Britglabo, Finspark, London."

**HAND-MADE, FURNACE
AND GAS BLOWN
CHEMICAL AND
SCIENTIFIC GLASS WARE**

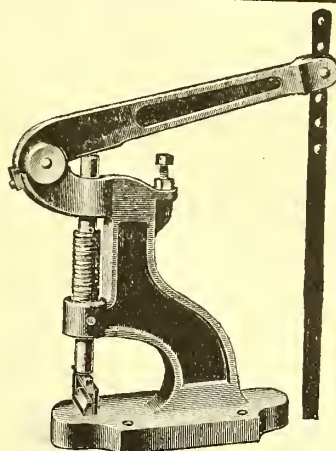
Of every description made by Highest-class British Labour.
Inquiries and Orders promptly executed.



MACHINE for FILLING COLLAPSIBLE TUBES. From 1 to 10 gallons CAPACITY. Output 30 to 40 gross tubes per day.



MACHINE FOR CLOSING AND FOLDING COLLAPSIBLE TUBES. Suitable for all sizes of tubes $\frac{3}{8}$ " to $1\frac{1}{2}$ " dia.



MACHINE FOR FIXING CLIPS to ends of collapsible tubes.

Can be seen in operation at—

BROOKS, PEEL & CO., LIMITED

24 CITY ROAD, LONDON, E.C.1.

MANUFACTURERS of Collapsible Tubes in LEAD, TIN-COATED and PURE TIN. SPRINKLERS for PERFUMES, BRILLIANTINE, CREAM, &c. SCREW-CAPS for JARS, &c., in WHITE or LACQUERED TINPLATE, NICKELLED ZINC, ALUMINIUM, &c. SHAVING-STICK CASES, LIP SALVE TUBES, &c. &c.

Sutcliffe Bottle Dryer

ILLUSTRATION of a Combination Bottle Dryer specially designed for Manufacturing Chemists. Six to ten gross can be dried in the cupboard per hour, and at the same time large bottles can be dried on the tubes at the rate of two thousand a day of ten hours.

We have supplied scores of these machines, and can give references in every district in Great Britain. Among the best-known users are: Messrs. Allen & Hanburys Ltd.; Leasdale Ltd.; Boots Ltd.; W. J. Bush & Co., Ltd.; W. B. Cartwright Ltd.; British Drug Houses Ltd.; Duncan, Flockhart & Co.; R. Gibson & Sons, Ltd.; Hirst, Brook Hirst Ltd.; Johnson & Sons; Lofthouse Saltmer Ltd.; Meggeson & Co., Ltd.; Wardley & Co., Ltd.; etc.

We also make special Plant for Drying Confectionery & Chemicals.

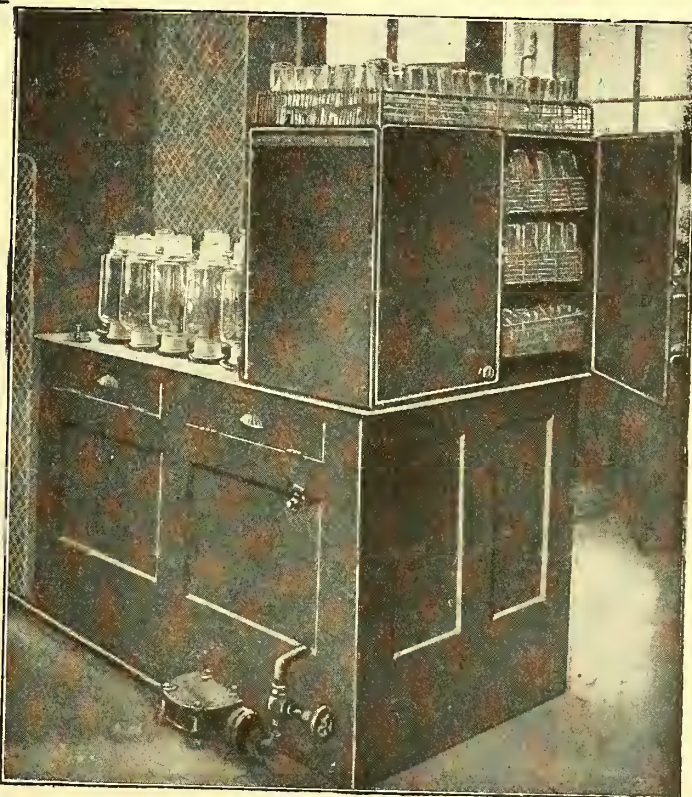
Illustrated Catalogue Sent on Request.

Sutcliffe Ventilating & Drying Co. Ltd.

Cathedral Gates, Manchester.

Telephone No.: 3920 City.

Telegraphic Address: "Ventilabro."





Now that we can once
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are in a position to
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The Elliott Standard OF Efficiency

In all Prescription Work.

ELLIOTT OPTICAL COMPANY

(GUY E. DRUIFF, Propr.),

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MECHANICAL DENTISTRY UNDERTAKEN AT THE CITY DENTAL DEPOT

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SPECIAL NOTICE.—These premises are
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THERMOMETERS, HYDROMETERS, AND LAMP-BLOWN GLASSWARE.

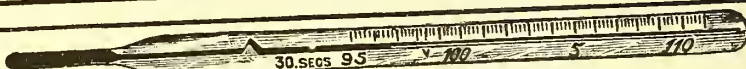
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MERCURY bought to any amount for cash.

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CHEMICAL AND EXPERIMENTAL GLASS BLOWER AND THERMOMETER MAKER,
59 & 40 BOND STREET, BRIGHTON.

Member of British Lamp-
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HIGH-CLASS BRITISH MADE

SAFETY RAZORS

Supplied FROM STOCK—NO WAITING
Price from 45/- doz.

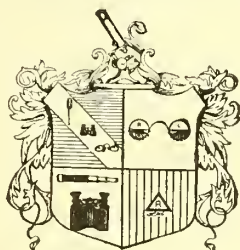
Complete in case with sheaths, etc.; sample on receipt of P.O. 4/-
Special quotations for quantities.

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The BRYTSTELE BATH For SAFETY RAZORS.

Outfits: Price 3/6 each; 32/- doz.
Solution only: 4-oz. Bottle, 1/6 each; 14/- doz.
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Orders value £2, carriage paid, England & Wales.
" " £5, " " Scotland & Ireland.

Brytstele Inventions, Limited,
26 Horfield Road, BRISTOL.



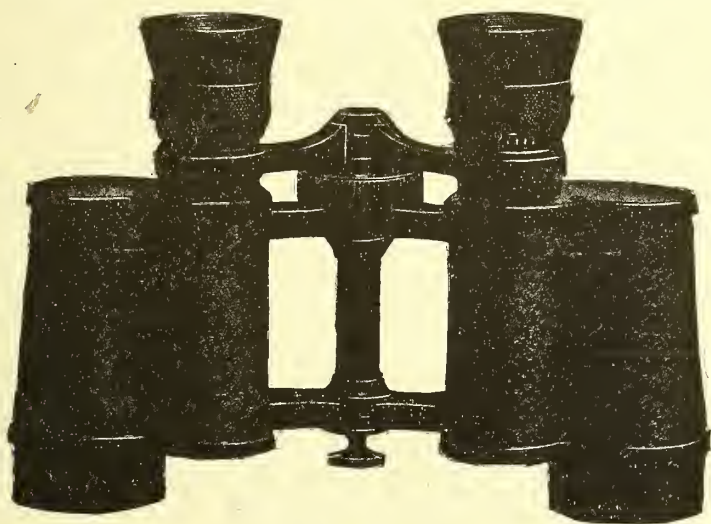
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Telephones:
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Holborn 1388. (3 lines).

Telegrams:
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Field, Marine and Opera Glasses,
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Selected Designs.

Large Stocks.

Immediate Delivery.

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Spectacle, Eyeglass, Scientific Instrument, and Lens Manufacturers,

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And at Paris, Sydney,
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Qualifying ("Minor") Examination

Up-to-date Systematic Correspondence Course. Complete, thorough and INDIVIDUAL TUITION.
Coaching in Individual Subjects: Low Inclusive Fees.

Please read this student's recent testimonial:—

"Dear Sir,—I feel that I must express my deep appreciation of the systematic, thorough and rapid tuition which I have received. You were my sole tutor, and your Course, which covers the whole of the "Minor" syllabus, extended over rather less than six months, during which time I continued at business. Taking the above into consideration, and also the obstacles with which I was confronted, I think I created a record in passing in six months. I might state I had no previous tuition or knowledge whatever before I came to you, and I put my remarkable success down to the **wonderfully Systematic Course**, the lucid explanations throughout the whole of the lessons, and the personal and **Individual attention** you devoted to all my work during the Course of Study. Upon being congratulated by the President upon my success at the **1st attempt**, I was informed that I had done 'very creditably' in my Examination." O. P. LAWRENCE.

C. A. SCURR, M.P.S., F.S.M.C., F.I.O., 40 Courthope Rd., Hampstead, London, N.W.3

DEVELOPING. PRINTING. ENLARGING.
PRICE RIGHT. QUALITY RIGHT. SERVICE UNEQUALLED.

All work returned within 24 hours. Enlargements 3 days. Send for Trade Terms.

OUR NEW WORKS ARE NOW COMPLETE AND RUNNING.

PROMPT DELIVERIES GUARANTEED.
JOIN THE LIVE DEALERS' SERVICE.

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WATSON'S
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17-27 CHANGE ALLEY, SHEFFIELD.

Phone: 27, 255 & 3390. Grams: "ZODELLA, Sheffield."

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169 LORD STREET, SOUTHPORT.

Send Spools for Developing & Printing.
All Branches of Photography undertaken.
Good work guaranteed.

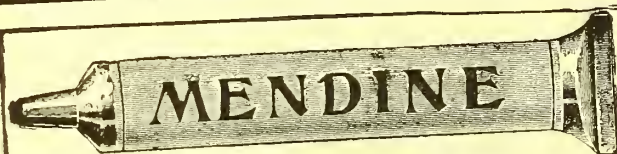
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Expert work guaranteed. Lowest London prices. Lightning service.
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MENDS EVERYTHING.

A PERFECT Liquid Glue CEMENT

Made from the finest materials obtainable. Guaranteed to retain its efficiency for **Six Years**. In 2d., 3d., 5d., & 7d. Tubes. Boxed in dozens. Also in Bulk for Carpentry, Joinery and Aeronautical Works, etc., 1-lb., 1-lb., 4-lb., and 28-lb. Tins.

Indent through Merchant Shippers. Export Cases at Cost, f.o.b. London.

MENDINE CO. (Sole Proprietor, FRANCIS W. COOMBE)
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Mend-a-Tear
(Novel—not a "Novelty")

1119A

Properly displayed, "Mend-a-Tear" becomes a permanent side-line. The first time it sells because it's novel; afterwards because it's so extremely useful.

The Leicester Rubber Co., Ltd.
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Specialists in
Photographic Albums
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A very fine range of Paste-on & Slip-in Albums of exclusive and distinctive designs at prices from 9d to 39/-
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"OLLEY'S" AMATEUR PHOTOGRAPHY
POSTAL SERVICE FOR BUSY CHEMISTS.

Don't refuse these profitable side lines. Films developed and printed by experts, and forwarded per return of post.

We specialise in Enlargements.
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Films up to 8 exposures 6d.
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Plates up to 1/2 plate 1/- doz.
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Black and White or Sepia.
Prints up to 3 1/2 x 2 1/2 1/- doz.
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Enlargements up to any size.

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Every care taken.

Send for Price List to—
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YOU MAKE SURE

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A Ready Sale, Satisfied Customers, the Support of Extensive Advertising, Good Show Matter, and very Satisfactory Terms

by stocking

LUTON

STRAW HAT DYES

No Gloss.

No Polish.

On the P.A.T.A.

GLOSSY SERIES supplied if desired. Special NON-INFLAMMABLE SERIES for Export.

N.B.—Suitable brush supplied with each bottle.

Insist on the Original Invention, Popular and Well Advertised.

BY THE SAME MAKERS



For SPRING CLEANING



WHITAKER'S *Universal* FABRIC DYES

For Wool, Silk or Cotton, or mixtures of these, in packets 2d., 3d., and 6d., packed in neat cardboard boxes containing 12 packets.

WHITAKER'S Household VARNISHES

For Floors, Furniture and Woodwork generally.

There is a big demand for these just now. A lady writes: "I find your Varnish Stain *most* excellent."

Write to-day for Complete Price Lists and Patterns to:—

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COLOUR WORKS, KENDAL.

Telegrams: "Dullette Kendal."

Telephone No.: 214.

London Office and Showrooms:

CRAVEN HOUSE, KINGSWAY, W.C. 2.

Telephone: Gerrard 1774.

Established 1878.

Striking and
Attractive
Showmatter
Supplied with
all the above.

Four Authorities:

1. "I have very clear evidence of the fact that those who develop such diseases as are mentioned in the following list have suffered for some time from chronic intestinal stasis: non-specific arteritis, obliterans, angina pectoris, rheumatoid arthritis, Still's disease, tubercle, exophthalmic goitre, adenoma of the thyroid, Addison's disease, Raynaud's disease, diabetes, ulcerative colitis, microbial cyanosis, dementia praecox, pernicious anaemia, disseminated sclerosis, paralysis agitans, infective endocarditis, and in many instances alcoholism and the drug habit, and numerous forms of skin disease."

Sir _____

"The Lancet"

December 20th 1919. pp. 1123.

2. "Liquid Paraffin, or Russian Mineral Oil, is the agent which, by common consent, is pronounced the most satisfactory in the treatment of these cases: i.e. Intestinal stasis."

W _____ S _____ B _____

A.M., Sc.D., M.D.

"Chronic Intestinal Stasis"

Womans Medical Journal
January 1914.

3. "In the New Utopia, where stasis will be regarded as a sin more sinister than sedition, and surfeit more unseemly than schism.....the function of the police will be the purveying of paraffin....."

Dr _____

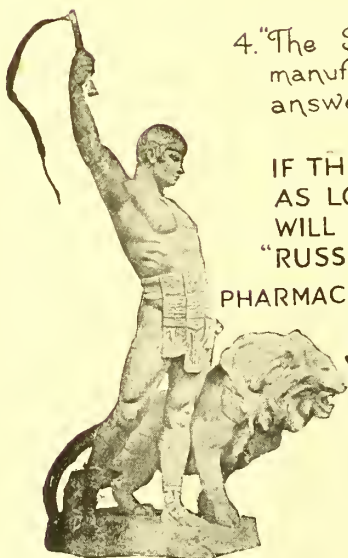
"The Operative Treatment of
Chronic Intestinal Stasis" (1918)
p.p. 263.

4. "The Silvertown Company, in particular, are manufacturing a fine standard product which answers all B.P. demands perfectly."

"The Lancet" 2nd October 1915.

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THE CHEMIST AND DRUGGIST

SUPPLEMENT

42 CANNON ST.
LONDON, E.C.4.

APRIL 17, 1920

This Supplement is inserted in every copy of The Chemist & Druggist

CHEMISTS' TRANSFERS.

Messrs. ORRIDGE & CO., 56 Ludgate Hill, E.C.

Telephone No. : City 2283.

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LANOASHIRE.—Main street of busy manufacturing town; returns last year nearly £3,000; well-fitted stock; cash buyers. Apply 54/21, Office of this Paper.

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BIRMINGHAM.—Smart Assistant (lady); experienced Dispenser (N.H.I.); please give full particulars of experience, salary expected, references, etc. Raynes Dispensing Chemists, Ltd., 28 Bath Row, Birmingham.

BIRMINGHAM.—Young lady, with a little knowledge of the Chemist's trade, required for a good-class business situated in one of the best residential suburbs; permanency if satisfactory. "K. N." (53/31), Office of this Paper.

BLACKPOOL.—Richardson & Co. will shortly require young, qualified Assistant, energetic and of good appearance, for high-class Dispensing business. Apply, with photo (to be returned), and references, stating experience, age, and salary required, to Mr. Lowe, 31 Lincoln Road, Blackpool.

BRIXTON DISTRICT.—Required, a reliable, unqualified Senior Assistant; must be under forty; smart appearance; good all-round experience; must possess undeniable personal and business references; state salary required. Apply 55/12, Office of this Paper.

CHESHIRE.—Qualified Assistant wanted, either lady or gentleman, for high-class Dispensing business; must be capable and good Dispenser. Apply, stating age, experience, and salary required, to "W." (53/18), Office of this Paper.

DOUGLAS, ISLE OF MAN.—Wanted, from about the 17th May, for the summer months, a qualified Assistant; also an unqualified, with a thorough knowledge of amateur Photography. Apply, with references and full particulars as to age, salary, experience, etc., to Gelling Bros., M.P.S., Chemists, Broadway, Douglas, Isle of Man.

HARROGATE.—Smart, qualified Assistant wanted immediately; accustomed to high-class Dispensing. Apply, giving age and particulars of experience, references, and salary required (outdoors), J. W. Harper, Chemist, 111 Cold Bath Road, Harrogate.

HULME DISPENSARY, Manchester.—The Committee invite applications for the post of Honorary Chemist, now vacant; candidates must be fully qualified. Applications must be forwarded on or before Wednesday, May 5th, to the Hon. Med. Sec., Hulme Dispensary, Dale Street, Stretford Road, Manchester.

KING'S COLLEGE HOSPITAL.—Wanted, a qualified M.P.S. Locum-tenens Assistant from June 21st to September 11th inclusive. Apply to E. B. Fairweather, Pharmacist, King's College Hospital, S.E. 5.

LONDON (Croydon District).—Qualified Assistant required for quick Store trade in medium-class business; good Counter-man and Window-dresser; must possess undeniable references; please state age, salary, and references. Apply "Company" (53/39), Office of this Paper.

LONDON, E.—Good opening for a smart Junior Assistant, unqualified; permanent and progressive position. "Bark" (53/310), Office of this Paper.

LONDON, E.C.—Unqualified Assistant wanted at once; Improver would suit if a fair knowledge of the business; must have unquestionable references. Personal application preferred, or, if by letter, give full particulars to Morton's Cash Chemists, Ltd., 298 Harrow Road, W.

LONDON, S.W.—Really competent, unqualified Assistant; good Salesman, knowledge of Photography, and practical Window-dresser. Full particulars and salary required 49/16, Office of this Paper.

LONDON, S.W.—Unqualified Junior Assistant, with good Dispensing experience, wanted (immediately) for Counter and Dispensing. State full particulars age, experience, salary required outdoors, etc., to A. T. Gray, 5 High Street, Barnes, S.W. 13.

MANCHESTER.—Wanted, qualified Assistant for working-class district with N.H.I. Dispensing; full day off weekly. Please state age, salary required, and experience, to 50/21, Office of this Paper.

MANCHESTER.—Elderly qualified Assistant for Branch; principally Dispensing; easy berth and hours. State age and salary required, with testimonials, to D. A. Cargill, Ph.C., 68 Lower Broughton Road, Manchester.

NEAR Birmingham.—Wanted, a qualified Chemist (lady or gentleman); elderly active man would suit; Light Retail and N.H.I.; comfortable berth; permanency; working-class district. Apply, stating salary required and full particulars, to Box 53/5, Office of this Paper.

NEAR Manchester.—Elderly or part-time Chemist for comfortable permanent position; easy hours and light duties. Full particulars and salary for immediate engagement to "Station" (54/14), Office of this Paper.

NEWPORT, MON.—Good Junior, unqualified, required immediately; Stock and Counter; permanency if satisfactory; progressive salary. "Newport" (53/312), Office of this Paper.

PRESTON.—Qualified Manager required for business situated in a working-class district; liberal interest in the profits offered to a suitable man not afraid of work. "P.R." (53/311), Office of this Paper.

S.W.—Assistant required for Dispensing and Counter. Apply, if by letter, giving full particulars, to Manager, Heppells, 73 Knightsbridge, S.W.

SOUTH WALES (Rhondda Valley).—Qualified Manager required for business offering plenty of scope for improvement; satisfactory interest in progress made offered to the right man. "Rhondda" (53/313), Office of this Paper.

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WITHAM, ESSEX.—Qualified Manager wanted for brisk Country Business; must be capable and energetic; easy hours; good house attached. Apply, giving full particulars as to age, references, experience, and salary required, to T. Bellamy, Pharmaceutical Chemist, Chelmsford.

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A VACANCY occurs for a well-educated Junior Assistant at "Body's Pharmacies," Southend and Westcliff, during the season, May to September inclusive; must be competent Dispenser and possess general Retail experience; congenial berth assured to suitable applicant; send full particulars, first letter, stating salary required (outdoors); also enclose recent photograph. Body, 167 Broadway, Southend.

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A SSISTANT wanted; easy hours; no Sunday duty. Wright & Son, Burton-on-Trent.

A SSISTANT (outdoors); unqualified would suit; Agricultural district; Insurance, Counter, Stock; must have good references. Salary required, etc., to Stanser, Chemist, Beverley, East Yorks.

A SSISTANT, unqualified, for good-class business; must be smart Salesman and accurate Dispenser; interest in the net profits given as bonus if a first-class Assistant. State age, salary required, full experience, etc., to L. Matthews, 722 High Road, Leytonstone, E.11.

A SSISTANT, unqualified, young; accustomed to quick Retail and N.H.I. Dispensing; outdoors. Apply, stating salary required, etc., to "J." (54/24), Office of this Paper.

CAPABLE Assistant for high-class Dispensing business; full particulars in first letter; house over shop. Thomas Bros., Spa Pharmacy, Montpellier, Cheltenham.

COMPETENT Junior (male), in good-class Dispensing and Retail; comfortable berth for right man. Apply Cook, 74 Mountgrove Road, Finsbury Park, N.

EFFICIENT qualified Assistant, capable of taking charge, required for middle-class business, North London, doing quick Cash trade; must have undeniable references; willing to do Sunday duties, 6 to 8 p.m. Reply with full particulars as to experience and salary required, to Box 5093, T.P.A., 110 Edgware Road, W. 2.

ELDERLY qualified Chemist, for S.W. district; part or full time; no Sunday duty. Apply L. R. (58/26), Office of this Paper.

GENTLEMANLY Assistant as Junior; excellent opportunity to obtain good experience. Give full particulars and salary expected, F. W. Goodess, The City Pharmacy, Market Street, Leicester.

IMMEDIATE.—Lady as Clerk and Bookkeeper; part time; qualification unnecessary, but some knowledge of the business desirable. Apply, personally or by letter, to W. S. R., 1 Southwick Street, Hyde Park.

IMPROVER or Assistant, gentleman, wanted (at once) for good-class business; scope for increasing Dispensing and Counter knowledge. Apply, with full particulars and salary desired (outdoors), to E. L. Slade, Chemist, Station Parade, Kew Gardens.

JUNIOR or Improver wanted (outdoors), with knowledge of class Dispensing. Full particulars to Davies, Pharmacist, Lyndhurst, Hants.

JUNIOR Assistant (outdoors); good opportunity; progressive salary; permanency; usual holidays; hours 9 to 5. Hulme's, Chemist, Parliament Street, Nottingham.

JUNIOR or Improver; age 18-20; Light Retail and Dispensing. Full particulars, salary required, to Hamer, Chemist, Cl.

JUNIOR for good-class Dispensing. Experience, reference and salary required (outdoors) to Makepeace, Chemist, Sydney.

JUNIOR Assistant or Turnover Apprentice; easy hours weekly. Apply, stating age, wage, and experience, Nicholson, Manager, Drug and Dispensing Dept., Stockton-on-Tees, Ltd., Wellington Street, Stockton-on-Tees.

LADY Assistant required; permanency; good Retail Dispensing and Dispensing experience; salary 50s. weekly (outdoors). Send full particulars and photo, if convenient, Oldfield, Chemist, Station Road, Westcliff-on-Sea, Essex.

LOCUM.—Qualified gentleman required for the month of Dispensing (chiefly N.H.I.), Counter, and assist with Please state terms, with references, to C. N. Coles, Pharmacist and Qualified Optician, 804 High Road, Tottenham, N.17.

QUALIFIED Junior required for good-class Pharmacy; must be neat, accurate, and smart Salesman. Apply, by letter, stating salary required, giving full particulars of previous experience, to B. Redford, Ltd., Chemists, Cheetham Hill, Manchester.

QUALIFIED Chemist wanted (immediately) as a Manager; must reside in and have London experience; highest wages for suitable applicant, who must have a knowledge of Photography and Optics; highest references required. Apply to Parke's Drug Stores, Ltd., 65 Harwood Street, Kentish Town, N.W., any morning (except Saturday) between 10.30 and 11 a.m.

QUALIFIED Chemist wanted (immediately) as a Manager; good-class Light Retail and Dispensing in Surrey; highest references required. Apply Trimmings, Ltd., Chemists, Alton, Hants.

QUALIFIED gentleman required for Cover; duties generally nominal; would suit elderly person for permanent position at once; position a permanency till son qualifies country business; 30 miles from London. Usual pay with references, to "G. M." (54/10), Office of this Paper.

SMART Improver or Junior required; must possess good references and live in vicinity. Vincent & Co., Edward Parade, Norbury, S.W.

WANTED, Junior Assistant for Mixed Retail business; Sunday or Bank Holiday duty; state age, height, and references. Apply to Gibson, Chemist, on-Trent.

WANTED, a Lady Dispenser, certificated, with N.H.I. experience, for manufacturing town; non-panel practitioner; live out. Apply 55/11, Office of this Paper.

WANTED, a smart, capable, qualified Assistant for business. Apply, by letter, to Heppell's, 164 W.1.

WHOLESALE.

The Advertiser may, if preferred, have replies addressed to the Office, and forwarded on payment of an additional charge.

LANCASHIRE firm of Manufacturing Chemists and Laboratory Hand, with previous experience in the manufacture of Tinctures, Infusions, and Medicinal Preparations. Apply, stating full particulars of experience, age, and salary required, to 55/1, Office of this Paper.

A QUALIFIED Chemist required as a permanent representative for an old-established agency house, first-class British firms in Drugs, Chemicals, and Sundries; a progressive and lucrative position for a keen man. Applications to be addressed to West Indies Department, S. Maw Son & Sons, Ltd., 7-12 Aldersgate, London, E.C.

A DVERTISING.—London Pharmaceutical Wholesaler. A young man (qualification not necessary) with Retail and ability to prepare display advertisements. Full particulars of experience and salary required to 3/5B, Office of this Paper.

A NALYST required for Laboratory of Wholesale Chemist; qualifications to include the Major; South of England; state age, experience, and salary required. Apply 50/1, Office of this Paper.

A NALYTICAL Chemist required; must have Major and experience of practical Pharmaceutical work. Please state full particulars as regards experience, age, and salary required in first instance, to Works Manager, Cheetham Spa.

BYER'S Clerk required by large distributing firm of Chemists in provinces; good prospects; please state age, experience, desired, and customary information. Apply 49/9, Office of this Paper.

UGGISTS' SUNDRIES AND SURGICAL.—In London district, young man, about 21, to assist in office correspondence management; knowledge of trade and good references essential in confidence, stating experience and salary required, 1/15, Office of this Paper.

CELLENT side-line; 20% commission first orders and repeat; territories open—(1) Eastern Counties, (2) Scotland, (3) Northern Counties; proved Dry Cleaner; sell 3d. and 6d.; perfect goods on the fashionable velour and felt hat, and wide range of articles; great scope; smart showcards; small samples; only "men," with first-class connections, considered. State particulars in confidence to 54/17, Office of this Paper.

PERIENCED Traveller required by leading firm of Manufacturers in the provinces, with good connection among the Retail Profession and Chemists, especially as regards Drugs, Chemicals, and Surgical Instruments, etc. Apply, stating full particulars and salary required, to 55/8, Office of this Paper.

ORATORY Hands wanted; must be experienced Extract and Ointment makers, thoroughly used to modern plant, and able to turn out large quantities quickly; good wages to good men. The Veno Drug Co., Ltd., The Laboratories, Land Street, Fenchurch, London, E.C.

ORATORY Worker required for North London (spare-time service); used to Toilet Preparations. Apply 5/9C, Office of this Paper.

Y Traveller wanted, about June 1st, to sell Infants' Food and Custard Powder; splendid opportunity for keen person, stating age, experience, and salary required, to Whysall's Co., Ltd., North Parade, Grantham.

ICE Manager (male or female) required by West-End house engaged in the sale of Medicinal Preparations to medical practitioners and the trade; must have thoroughly sound experience of the routine of a busy office, be a capable organiser, control staff of clerks (women), quick and accurate at all times, possess initiative and energy, and be thoroughly competent to deal with a multiplicity of detail without supervision; respects for one with real ability and able to act as right hand to the General Manager. Apply, with full particulars, salary required, to 3/6B, Office of this Paper.

UMERY and Toilet.—Smart Representatives wanted; guaranteed territory given; applicants must be experienced and have good connections; no objection if representing other good-on-competitive trades. Apply, in confidence, stating full particulars, H., 235 Queen's Road, London, S.W. 19.

REPRESENTATIVE required for the whole of Scotland by Yorkshire firm of Manufacturing Chemists, to take over the sale of a wonderfully good line for Chemists, etc.; repeat sales; thousands of testimonials already received; unique opportunity for a real live man of proved ability; salary £5 per week, 5% commission, and bonus; £600 per annum easily earned; references required. Apply, in confidence, giving full particulars, Office of this Paper.

REPRESENTATIVES, with established connection amongst Chemists, required for the following territories: South Coast, East Coast, and North of England, to represent own brand of Eau de Cologne and packed Olive Oil on commission. Full particulars to 54/9, Office of this Paper.

ICAL Assistant required with experience in fitting Trusses, Abdominal Belts, and possessing a knowledge of Druggists' business. Applicant to state age, salary, and experience to the Medical Department, Army and Navy Stores, 105 Victoria Street, London, W.

ICAL.—Vacancy occurs for young Assistant with knowledge of Instruments; must be able to fit appliances or willing to learn to do so. Apply Sayers, Silcox, Cuzner & Co., Ltd., 105 Victoria Street, Hull.

ELLER required to carry well-known article with very good sale among Chemists, Stores, and Wholesale Sundries; liberal commission to gentleman with extensive experience and action regularly visited. Write or call mornings, 10/11, 52 Gray's Inn Road, London.

ELLER required by London firm of Manufacturing Chemists, to call on West-End Doctors; previous experience essential, but must be young, of good appearance, and sound knowledge of Drugs, etc. Apply, giving full particulars to Office of this Paper.

ELLER for Midlands, etc., wanted to carry good selling line in Medicinal Capsules; liberal commission; remuneration to right man. Apply 56/12, Office of this Paper.

ELLERS wanted, covering Great Britain and Ireland, to sell as a side-line Toilet articles, advertised and in liberal commission. Apply The American Drug Supply Co., 6 Northumberland Avenue, London, W.C.

ELLERS wanted, on very liberal commission basis, for territories about to be extensively advertised, for England, Eastern Counties, and Wales; good Salesman state lines now carried. "Salesman" (52/32), Office of this Paper.

TRAVELLERS wanted, on commission, with connection amongst Retail and Wholesale Chemists, for an entirely new high-class Soap, already taken up by large London Stores. Write "Quality," c/o Deacons', Leadenhall Street, E.C.

TRAVELLERS wanted by firm of Manufacturing Chemists supplying Packed Goods and Proprietaries; one each for Eastern Counties, Home Counties and South Coast, South-Western Counties, North-Eastern Counties; residing on territory and with connection preferred; excellent remuneration to successful Salesmen. Full particulars, 55/17, Office of this Paper.

TRAVELLERS required to carry largely advertised Toilet Goods; only those with first-class connection among Hairdressers, Chemists, and Stores need apply; commission and part expenses will be paid to proved order-getters. Apply, in confidence, stating full particulars of connection, references, terms required, etc., to "Eydolash," 345 Archway Road, Highgate, London, N. 1.

TOWN Representative required by Sundries Manufacturers; permanency for worker with knowledge of the line anxious to improve; salary, expenses, and commission. Apply 35/58, Office of this Paper.

WANTED, a young Assistant for Wet Laboratory; state experience and wages required. G. Steven & Co., Wholesale Chemists, Chorlton Road, Manchester.

SITUATIONS OPEN.

(Colonial, Indian and Foreign.)

The Advertiser may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

PAR EAST.—A qualified Assistant, not over 30 years of age; must have had experience in first-class Retail and Dispensing business; good salary for the right man; passage paid out and home, on a four years' agreement. Address 41/20, Office of this Paper.

INDIA.—Assistant for Surgical Instrument Department wanted for India; must have thorough knowledge sale, correspondence, supervision of repairs; age 24-30; unmarried; salary 350 rupees month, annual increase 25 rupees monthly; second-class passage paid out and home; four years' agreement. Apply "J. G. S." (9/4E), Office of this Paper.

PARIS.—Wanted, Assistant for English Pharmacy; accustomed to good-class Retail and Dispensing. Apply American Drug Supply Company, 6 Northumberland Avenue, London, W.C. 2.

STRAITS SETTLEMENTS.—Young Assistant, unmarried, with Chemist's qualification, a good knowledge of Optics desirable; four years' agreement; passage paid out and home; salary first year £490, second and third years £525, fourth year £560. Apply 140/34, Office of this Paper.

SITUATIONS WANTED.

[HOME.]

RETAIL

2s. for 18 words or less; 8d. for every additional 10 words or less, prepaid.

The Advertiser may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

A JUNIOR (18) requires situation; unqualified; good all-round experience; good knowledge of Photography; London preferred. Apply E. G., 187 Albert Road, Alexandra Park, London, N.

A QUALIFIED Chemist desires immediate employment; permanent, Locum; West of England preferred; Photographic expert, with up-to-date methods; state all requirements and salary offered; satisfactory work guaranteed in fullest detail. Apply 53/37, Office of this Paper.

A QUALIFIED Chemist, just disposed of own business, is open for engagement as Locum for a few months. Write M.P.S., (P.C.B. 58/20), Office of this Paper.

A QUALIFIED Chemist (38), married, reliable, thoroughly trustworthy, desires permanency as Manager, or view to Partnership or purchase; N.E. Coast district preferred; Optics, Photographic, and all branches; living accommodation desirable; interview within reasonable distance Newcastle-upon-Tyne; capital available. 55/7, Office of this Paper.

A CTIVE, competent, reliable Assistant, Manager, or Locum; thoroughly experienced every branch, town and country. B. W. J., 239 Camberwell New Road, S.E. 5

AN experienced Assistant requires good berth; 5 ft. 10 in.; single; able to control staff; just disengaged; excellent references; 23 years' experience; distance no object. "T. W.," 168 Heathfield Road, Handsworth, Birmingham.

AS Counterman or Managing Assistant; highest references for all-round high-class Pharmacy work. Apply "H." (52/39), Office of this Paper.

AS Locum (or permanency); London or provinces; wide experience; good references; moderate terms. "Calomet," 49 Roseby Road, Brockley, S.E.

AS Manager; qualified, thoroughly experienced, competent, industrious; recommended after six years' service by Allen & Lloyd, Ltd., Chemists, Aldershot and Fleet. Address "R.," 173 Fleet Road, Fleet, Hants.

ASSISTANT; 27; unqualified; excellent experience Retail, Dispensing, and Photography; disengaged shortly. Apply "Capsicum" (50/36), Office of this Paper.

ASSISTANT, with thorough experience in all departments of Drug trade, requires situation; any district. Apply 45/25, Office of this Paper.

ASSISTANT, qualified, knowledge of French, requires situation immediately; good Dispensing experience; please state terms. Harrison, Mornington Crescent, Harrogate.

ASSISTANT in Drug Store with view to purchase. David, 17 Llanbradach Street, Grangetown, Cardiff.

ASSISTANT or Manager; 32; unqualified; abstainer; 16 years' good all-round Dispensing and Counter experience, Photography, Agricultural; disengaged. Apply 52/33, Office of this Paper.

ASSISTANT; middle-class Dispensing and Retail; references; age 27 years; disengaged. Apply 52/21, Office of this Paper.

ASSISTANT (23) desires situation; experienced in good-class Dispensing business; Locum or permanent. Evans, 158 City Road, Cardiff.

ASSISTANT, Manager, Pharmacist, 46, disengaged. "Dallas," Bromley House, 40 Higher Bank Road, Fulwood, Preston.

ASSISTANT, unqualified (22), recently demobilised, desires situation; 4½ years' experience; good references; Leeds or district preferred. W. Fox, 126 Beckett Street, Leeds.

ASSISTANT, unqualified, 25, tall, requires position till October, or Locum; reliable; excellent references; Manchester district preferred; disengaged. Apply 51/2, Office of this Paper.

ASSISTANT; unqualified; married; good all-round experience; disengaged; good references; one change last 19 years. H. E. Fisher, 133 Brockley Rise, Forest Hill, S.E.

ASSISTANT, disengaged; many years experience Dispensing, Counter, and Photography; has served three years in France as Dispenser and Dresser. R.A.M.C. (P.C.B. 58/23), Office of this Paper.

ASSISTANT, unqualified; married; height 5 ft. 7 in.; first-class Dispenser and Counterman; City and West-End experience; excellent references; capable of taking charge. 53/32, Office of this Paper.

ASSISTANT (26), unqualified, 10 years' all-round experience, with excellent references, desires situation; kindly state salary. 55/5, Office of this Paper.

ASSISTANT (28), married, 9 years' first-class experience Dispensing and Retail, excellent references, desires post after Minor examination in July; ex-Service. 53/23, Office of this Paper.

ASSISTANT, unqualified; can manage; permanency or Locum; London; disengaged. W. P., 72 Tremadoc Road, Clapham, S.W.

ASSISTANT or Manager, unqualified; experienced Dispenser and Counterman; take full charge; temporary or permanent; disengaged. Chemist, 10 Church Street, Maidstone.

BRIGHTON OR HOVE.—Part-time, qualified (30), 12 years' London highest-class Dispensing and Counter experience, desires evening engagement. "W. G.," 17 Marine Parade, Brighton.

BLACKBURN DISTRICT.—Assistant; 21; unqualified; experienced high-class Dispensing and Counter; excellent references; disengaged. C. Halliwell, 7 Higher Bank Street, Blackburn.

BLACKPOOL.—Assistant, unqualified, 21, seeks situation in district; accept position for season; Counter, Dispensing, Photography. 54/16, Office of this Paper.

BRANCH Manager; qualified; active and industrious; 5½ years' last engagement; London or good provincial town; house accommodation essential. Manager, 87 Abingdon Road, Kensington, W.

DISENGAGED; middle-age; qualified; temporary or Manager; well recommended. I. W., 14 Estella Avenue, New Malden, Surrey.

EXPERIENCED West-End Assistant; 33; single; whole-time Locum, or Monday and Tuesday; unregistered; salary, "X.," 28 Melrose Avenue, Cricklewood, N.W. 2.

EX-SERGT.-DISPENSER, R.A.M.C., seeks position Chemist-Optician; City or North London preferred; excellent references. Apply 53/15, Office of this Paper.

EXPERIENCED Locum disengaged; references; abstainer registered. "Elderly," 15 Waltham Road, Southall, Middlesex.

FRANCIS & CO., Chemists and Druggists, Wrexham, can recommend an unqualified Assistant; demobilised; Liverpool Birkenhead preferred; salary £4 (outdoors).

GENTLEMAN requires position with good-class Pharmacy; good knowledge of Dispensing, Photography, and Counterman; age 26; Yorkshire preferred. Apply F. B. C. c/o Coverdale, Chemist, Parliament Street, York.

H. ARMSTRONG BROWN, M.P.S., Warwick House, Wathen Road, Dorking, wishes to inform his friends and Pharmacists generally that he is booking engagements

FOR HOLIDAY RELIEF.

LADY Assistant; unqualified; four years' experience Dispensing and Counter; age 24; disengaged. M. R., 129 Alcester Road, Manchester.

LADY Dispenser desires post with Doctor or Chemist; London; country; experience in Dispensing for Doctor, good General Dispensing Chemist, and N.H.I.; good references. Address "C.," 9a Hillfield Gardens, Muswell Hill, N.

LADY Pharmacist (27), 9 years' first-class experience, excellent references, capable of full charge, desires post. State salary, etc., to "Minor," 65 Markham Avenue, Harehills, Leeds.

LOCUM.—Woman Pharmacist wishes Locum; North of London preferred; Hospital and Retail Dispensing experience. Apply 50/34, Office of this Paper.

LOCUM; Major qualification; thoroughly experienced; able to take full charge; disengaged April 26th, booking for future. Dear, 111 Royal Parade, Eastbourne.

LOCUM; 48; disengaged; booking dates; first-class experience; take charge; abstainer; terms moderate. "Pharmacist," Christian Road, Preston.

LOCUM; 20 years' experience; unqualified; take full charge; now booking for summer. "Locum," 261 Brettenham Road, London, E. 17.

LOCUM; 26; qualified; disengaged April 26th; booking for engagements to middle of September. Cumber, Winton, Warrington.

LOCUM or permanency; qualified; disengaged; good references; active and willing worker; experienced; able to take full charge. Chemist (43/18), Office of this Paper.

LOCUM; 30 years' Pharmaceutical and Hospital experience; qualified; disengaged; immediate and holiday bookings; London, provincial. M. Smith, c/o Bell & Co., 58 York Waterloo, S.E. 1.

LOCUM; disengaged April 26 to May 22; highest references; well recommended. "Beta," 74 West Hill, East London, S.W. 15.

LOCUM; country; qualified; disengaged May 16-30; general practice; first-class references and experience; Photography. Dewey, Stooke's, Chemist, High Street, Gillingham.

M.P.S., F.C.S.—Pharmacy Medallist desires management of a good-class Retail and Dispensing business with view to ultimate succession, or any responsible position considered where business-building ability, initiative, energy, exceptional knowledge of Prescribing, and a thorough, sound knowledge of all branches will obtain an adequate remuneration. particulars to "Do It Now" (52/11), Office of this Paper.

M.P.S., HAVING turned over his business to his son, wishes an appointment where qualification necessary; country or small seaport; interview; early reply. Apply 51/37, Office of this Paper.

M.P.S., MARRIED, desires permanent Manager or Assistant; house and easy hours; medium salary; Full particulars, please, "Chemist," 11 Bartlett Road, London.

M.P.S., ELDERLY; light occupation; Hospital Dispensing. Chemist, 38 Bramblebury Road, London.

MANAGER or Assistant; 48; unregistered; well experienced; Dispensing, Counter, and Photography; active, reliable; disengaged. "Statin," c/o Mr. A. J. Seabourne Road, Pokesdown, Bournemouth.

MANAGER, qualified; tall; 41; married; disengaged; extract testimonial 8 years' Managership: "Thoroughly honest, steady, trustworthy, keen business man; has employers' interest at heart." Pharmacists requiring good all-round man invited to communicate particulars, salary, "Chemist," 4 Radnor Park Crescent, Weststone.

MANAGERSHIP of high-class Retail and Dispensing business; qualified; 32; energetic, thoroughly competent, abstainer. Des., Hotel Manchester, Cheltenham.

RT-TIME; Minor man. Pharmacist, 4 Lynton Avenue, West Ealing.

RT-TIME, Dispensing or Counter; fluent French; Photography; City or West; unqualified; disengaged. "Rhei," 175 Borough Street, S.E. 1.

ARMACIST, reliable, progressive, experienced all classes business, desires Managership or responsible position in good Retail, affording good prospects, where gradual succession or partnership possible; suit Pharmacist seeking gradual retirement or Dependable Relief; South-Western Counties, near Coast road. Apply A. Z. (55/10), Office of this Paper.

ALIFIED Dispenser desires post, Doctor, Chemist, or Institution; Locum or permanency; good references. Miss Rowton, near Chester.

ALIFIED (28); single; recently demobilised; ex-Sergt. R.A.M.C.; Counter, Dispensing, Photography; country preference. Mellor, 56 St. Giles' Road, Derby.

ALIFIED; Assistant or Manager; West-End experience; permanency or Locum. J. R., 24 Eaton Terrace, S.W.

LIFIED; Manager or Assistant; competent Dispenser; conscientious worker; abstainer; London preferred. "Statim," Office of this Paper.

LIFIED Manager, 27, desires permanency; London area; excellent experience and references. Apply 53/34, Office of this Paper.

LIFIED; 27; 11 years' General, Retail, Photographic, and Chemical Laboratory experience; good Salesman; previous experience as Branch Manager. Apply 53/19, Office of this Paper.

LIFIED Locum; high-class experience. Alderson, 71 Bedford Road, S.W. 4.

T-DISPENSER desires post with Doctor or Institution; re-war references; liberty May 17th. Leonard, Royal Her-spital, Woolwich.

ALIFIED; married; age 36; smart appearance; 21 years English and Continental Optical, Surgical, Dispensing, Photo; last 7 as Manager; demobilised 14 months. Mabey, 100 North Street, Brighton.

ALIFIED Assistant, married, desires permanency; age 30; good references and experience; Locum work not objected; immediate. Apply 54/28, Office of this Paper.

ALIFIED, 24, 5 years' experience, desires post as Dispenser until October. Reply Allan, c/o Maish, Chemist, 100 North Street, Brighton.

REGISTERED; 46; all-round experience. Foster, White Hill, 100 North Street, Brighton.

ALIFIED, in North London district if possible, position as Bookkeeper and Stockkeeper to Chemist; thoroughly reliable and recommended. Apply to Miss Taylor, 74 North Hill, N. 6.

ON Pharmacist, Minor, seven years' experience in Light Rail, Dispensing, and Hospital work, desires Locum or post. Deane, c/o Mrs. Hind, 6 Ambleside Road, Grove, S.E.

WHOLESALE.

Advertiser may, if preferred, have replies addressed to this Office and forwarded on payment of an additional charge of 1s.

WISER, thoroughly experienced, energetic, good sales-er, age 30, requires situation as Foreman Tablet and Baker; any part. 53/26, Office of this Paper.

ENED Traveller, well known throughout England to medical profession and Pharmacists, seeks appointment; age 30; highest credentials. First-class house desiring really and trustworthy man, please apply 94/30, Office of this Paper.

WANT; also to Drug Stockroom work and Packing Dry Goods, etc.; also brisk business in leading London Stores. 20, Office of this Paper.

ST'S Sundries.—Experienced man requires post, selling and checking orders, Stockkeeper; 8 years with City house; home and export; aged 30. Apply 53/20, Office of this Paper.

EX-OFFICER wishes to represent firm of Importers and Manufacturers; Drugs and Chemical connection and good pre-war experience. Address 56/6, Office of this Paper.

LONDON REPRESENTATION.—Advertiser, being disengaged shortly, is open for engagement with first-class Drug, Pill, or Tablet firm; over 12 years' experience for provincial firm; good connection. "M.P.S.," 13 White Rock, Hastings.

MANUFACTURING Wholesale.—Lady, Pharmaceutical Chemist, long experience Manufacturing, especially Toilet Preparations, Perfumes, etc., desires responsible position; expert in producing new lines, costing, quoting, and buying; experienced Manager of Packing and Finishing Departments. Apply 53/24, Office of this Paper.

MISS BLANCHFORD, having completed a 3 years' engagement as Town Representative of the Sanatogen Co., is desirous of obtaining a similar post, or would represent a firm at trade exhibitions (at home or abroad); residential knowledge of European commercial requirements. Address o/o Rex, Blanchford, M.P.S., 76 High Street, Wimbledon. Phone: 545.

PACKER-DISPATCHER; 35; good experience in leading houses in London and Colonies; disengaged. "Rhei," 192 Brettenham Road, E. 17.

PHARMACEUTICAL Chemist, "Square" trained, desires post, Wholesale (analytical department) or Retail; temporary or permanent. Kemp, "Selwood," Upminster.

REPRESENTATIVE, Chemist (qualified), seeks re-engagement; R connections in N. and S. Wales, Hereford, Gloucester, and Monmouth Counties; recently represented one of the largest houses in the Kingdom. "Ajax" (54/19), Office of this Paper.

TRAVELLER, life experience, requires to represent one or two good houses; commission basis; Lancs and Yorks districts covered; highest trade references. Apply 48/11, Office of this Paper.

UNQUALIFIED Assistant desires post as Representative to Wholesale house; age 25; smart; knowledge of Photo trade; North Wales, Lancashire, or Cheshire preferred, but not essential. Apply 52/31, Office of this Paper.

WINDOW-DISPLAY (big prize-winner); can originate and build; experienced Retail and Wholesale Pharmacy; versatile; would like to join progressive house where there is scope for good ideas. R. W. Jackson, 13 Beverstone Road, Brixton Hill, S.W. 2.

WINDOW-DRESSING or Ticket-writing wanted by an expert; references to present clients. G. Green, 51 Vartry Road, N. 15.

MISCELLANEOUS.

10s. for 60 words; 1s. for every additional 10 words or less.

The Advertiser may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of 1/.

MCADAM & TUCKNISS, Stock and Share Brokers, Bank Chambers, Blackheath, S.E. 3. Established 1898. Telephone: 81 Lee Green.—Shares for Sale (free of commission, subject).—85 Dental New shares, 2s. 6d. premium; 60 Evans Lescher Bank, 16s. 11d.; 500 Fuller's Earth Prefs., 12s. 3d.; 160 Farrow's 8s. 4 1/2d.; 200 Prefs., 13s. 6d.; 100 Lewis & Burrows 5% Prefs., 14s. 10 1/2d.; 200 Magadi Soda Deferred, 7s. 4 1/2d.; 425 Saccharine Tower Tea Ord., 7s. 7 1/2d. c.d. Shares Wanted (subject).—Allenbury, Camwal, Idris, Megeson, Wright Layman. Lots divided. Every effort made to effect Business for Buyers and Sellers in all Stocks and Shares. Bankers, London County and Westminster.

SHOP FITTINGS.—Following bargains for Sale: 8' 0" Piano new; Mahogany Wall Cases, 8' 0", 7' 0", 6' 0", 5' 0", and 4' 0" long by 9' 0" high; bent plate-glass Counter Showcases, 10' 0", 5' 0", 6' 0", and 8' 0" long; several Dispensing Screens; 10 Silent Salesman Cases, various sizes, etc. Write wants, Philip Josephs & Sons, Ltd., 93 Old Street, London, E.C. 1.

102 DOZ. Condy's Fluid (Red), priced 1s. 3d. Offers to A. W. Daniel, 46 Upton Lane, Forest Gate, E. 7.

FOR Sale, 2 cwt. Pyramidon B.P.; early delivery. Write to 1/6A, Office of this Paper.

"TAPON"

(Regd.)

Tie up your Parcels with Advertising Tying Tape. Pleases both Eye and Pocket and gives Distinction to every Parcel sent out.

Various Colours and Widths. Printed or Plain.

Write for particulars when Prices and Patterns will be forwarded.

S. D. SIMOND & CO., LTD.

10 Monument Street - E.C.3

Tel. : Avenue 6378.

Telegrams: "Duncasim London."

TO Gentleman proposing to settle in Australia.—Gentleman, qualified to undertake Research work for the purpose of utilising by-products, is invited to correspond with Manager of a small Co-operative Company, established a number of years, and now producing high-grade Eucalyptus Oils and Boiler Disin- crustant; company has extensive tract of country situated in best part of Victoria, and within easy distance of Melbourne, and is progressive; one having some capital to invest in shares preferred, but not absolutely essential. Reply in first instance to "Research" (5/8C), Office of this Paper.

CHEMISTS' VETERINARY SUPPLIES.

WELL-ADVERTISED Veterinary Remedy Company, giving up business, have for sale, at less than cost, Horse, Cattle, Sheep, Dog, and Poultry Remedies of every description; special lines include Gelatine-coated Torpedo Horse Balls, Dog Pills (boxed), tins Egg Producer, Fowl Specific. Write at once for prices and save pounds; state requirements. Hopkins, 75 High Street, Weston-super-Mare.

EXCHANGE COLUMN.

Twopence per word: Minimum 2s.

FOR DISPOSAL.

DENTAL.

SET of six Dental Forceps; silver-plated; equal to new; 40s. Waddington's Stores, Morecambe.

OPTICAL AND PHOTOGRAPHIC.

EXCHANGE complete Kodak commercial developing apparatus for value in second-hand film cameras or print window-show set. Slawson, Chemist, Matlock Bath.

MISCELLANEOUS.

GILLETTE Razor, metal case, with 3 doz. blades; 15s. T. Roberts, 56 Windsor Road, Ealing, W.5.
FOOT'S Bath Cabinet, complete; cost £16; used only 3 times; accept £7 10s. Apply 39/10, Office of this Paper.
FOR Sale, two 9 in., two 12 in., two 14 in. by 5 ft., ground and polished edges, uns scratched, plate-glass Window Shelves. Ettles, Newton, Sittingbourne.
DISPENSING SCALES, in glass case; stamped; perfect condition; complete with metric weights; £5 5s. On view, Foot, Chemist, 195 Seven Sisters Road, London, N. 4.

WANTED.

WANTED, two Gardner's Sifters and Mixers; offers. Brownhill-White Limited, 104 Skinner Lane, Leeds.
WANTED, 2 or 3 gross odd Sauce (or somewhat similar shape) Bottles, about 6-oz. capacity; cheap. 11 Rose Crescent, Cambridge.
TABLET-COMPRESSING Machine (hand power). State condition, price, Greenhalgh, 158 Church Street, Westthoughton, Lancs.
MAHOGANY Drug Drawers, 12 ft. to 15 ft.; new or good second-hand; 60 to 70; also "Recess" Shop Rounds. Apply 52/40, Office of this Paper.
EMPTY perfume cut Bottles and perfume Sundries, Vanillin, Coumarin, Essential Oils, Salicylic, Benzoic Acids, Merchants, Norwood Avenue, Southport.
B.P. 1914, Dispensing Scales, Shop Scales, Gilt Labels. Dyer, Chemist, Sandwich.

WANTED, by substantial American firm of Manufacturing Chemists, Crude Iodine, Crude Calcium Citrate, Crude Argol. Reply 1/5A, Office of this Paper.

PHARMACEUTICAL Books wanted; cash offers on receipt. Gower, Bookseller, 41 Voltaire Road, Clapham.
WANTED, Radium Salt, pure or Residues, old Applanators, etc. Apply Harrison Glew, Radium Laboratories, 156 Clapham Road, S.W.9.

Printed for the Proprietors by SPOTTISWOODE, BALLANTYNE & CO., LTD., New Street Square, E.C.4; and Published by Proprietors, Morgan Brothers (Publishers), Ltd., at 42 Cannon Street, in the City of London, April 17, 1920.

Pharmaceutical Council Election May, 1920.

To Members of the Pharmaceutical Society of Great Britain.

LADIES AND GENTLEMEN,

At the request of a number of members of the Society I have become a candidate at the forthcoming Council Election, and in making this appeal for your support I direct it chiefly to those who favour a more progressive policy on the part of the central body.

The changes brought about in all professional trades during the last few years—and particularly in the aftermath of a great war—are considerable, and the heretofore of a Pharmacist's qualification has now become inviolable.

I agree with the policy of the Society in its attitude towards the returned soldier whose studies have been broken through the call of duty, but the position of bargaining which has resulted in a number of members being registered without examination is much to be deplored. It may be said on behalf of the Council that such a state of things was unavoidable, and that the passing of the 1908 Act more than compensated for the sacrifice which had to be made. I don't agree. I am involved in it was a surrender of principle, and the men who have represented Pharmacy in the past have so disastrously overlooked the ethical side, that the duty of Pharmacists of to-day to see that such a state of this kind will never happen again. There is no by virtue of such a concession the danger that those who can fairly lay claim to as high a state of education as those within the contracting clause, may in the future make an endeavour to obtain the same standard and if such a claim is not counteracted in a determined spirit by the Council, then Pharmacy may be in a position akin to that of an undischarged bankrupt.

Let us fight any issue that tends to lower our standards and do so openly and with clean hands.

My association with Pharmacy has always been that of the position of an employé, and I consider that has arrived when the Council should have given representation from what will always be the backbone of the army.

Many questions will arise which are equally important to the employé as to the employer, and while regarding the obligations of master and man, the employé must not always be in the position of the little boy who is to be seen but not heard.

We are living in democratic days, and it is those who have the interest of their calling at heart who should shape the course of the Society more in line with the aspirations of the times, or many dangers will ensue.

In asking your support, I place the upholding of the status of Pharmacy as the basis of my appeal. If elected, will endeavour to discharge my duties to the human limitations will allow—in the interest of all who have chosen Pharmacy as a career.

Yours faithfully,
JOHN GAMMON

134 Maine Road, Moss Side, Manchester,

March 31st, 1920.

A Surrey Chemist writing about

Sulphur Tablets

Says:—"I attributed my exceptional sales last Summer to your Show Material, but this Winter's demand has persistently been for

**The Little Round Tablets
with Fruit Flavouring."**

Quotation

Packed in Card Boxes
to retail at 8½d. or more
4/9 per Doz.
54/- per Gross.

Bulk to sell at
3d. per oz. (upwards).
28 lb. at 2/4 per lb.
56 lb. at 2/3 per lb.
1 cwt. at 2/2 per lb.

**PROOF POSITIVE THAT THE
TABLETS & ADVERTS. APPEAL
TO THE TASTE & INTEREST
OF THE PUBLIC**

That little extra care in manufacture, that bit of extra pull in advertising, are two inimitable constituents of

THE WIGGLESWORTH WAY

Show Material with every order.
Special Rent - paying Window
Displays with Gross lots packed,
or Cwt. bulk. Exclusive displays
wherever possible.

We shall be glad to send you samples.

WIGGLESWORTH Ltd.

WESTHOUGHTON, Lancs.

ESTABLISHED 1844.

TO WHOLESALE & EXPORT TRADES.

Extracts
Tinctures in Bond**RANSOMS**Resins
Essential Oils**WILLIAM RANSOM & SON, LTD.**MANUFACTURING PHARMACEUTICAL CHEMISTS.
Distillers of Essential Oils and Cultivators of Medicinal Plants.

HITCHIN, near LONDON.

Telephone : 95 HITCHIN.

FOR
Quality
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Flavour**BOURNVILLE
COCOA**MADE
BY *Cadbury***WYLEYS' PHARMACEUTICALS**AND
PACKED SPECIALITIES.

Wyleys Ltd. Coventry.

**GOODALL'S
WATERGLASS**

in lever-lid TINS.



FOR the 1920 season we are again packing an excellent quality of Waterglass—one with which your customers may be sure of success—at a price which allows you a generous profit.

More and more people are learning the use of waterglass every year—each season multiplies the sales of the one before. You can get a good share of this business by making a display of the tins (ours is quite the finest label in this line on the market) and a few of the descriptive showcards which we send with every order.

The season will soon be here, so to make sure of adequate stocks we suggest you order NOW.

NEW SEASON'S PRICES :

1 lb.	2 lb.	4 lb.	7 lb.
6/-	9/6	18/-	30/- doz.
Less 2½% Cash, F.O.R. Leeds, or Carriage Paid 2 cwt. lots.			

**GOODALL, BACKHOUSE & CO.
LEEDS.**

Telephone

20435-8 (4 lines.)